Trade and Industry

T&I GUIDES

- British commercial representation overseas – 8 Oct.
- ECGD organisation – 22 Oct.
- European public holidays – 5 Nov.
- BOTB programme of trade promotions – this week
- Departments of Industry, Trade, Prices and Consumer Protection – next week

Increased benefits for offices and service industries

Greatly increased financial aid for offices and service industries has recently been announced by the government to encourage the growth of employment in the Areas for Expansion.

Now new projects set up in these Areas can qualify for the improved grants, in addition to moves by existing businesses into these Areas.

Full details of the incentives are set out in a new leaflet. To find out more about how they could apply to your company, send the coupon now, or telephone 01-211 6486 (24 hour answer service on 01-834 2026).

What are the improvements in aid?

An increase from £800 to £1,500 in the grant for each employee moved with his work to the Areas for Expansion (up to a total of half the jobs created in the Areas).

New grants of up to £1,500 for each new job created in many Areas.

Rent-free office accommodation for up to 7 years.

These aids continue:

Removal grants.

Help towards capital expenditure other than on accommodation.

Who can benefit?

Offices.

Research and Development Units.

All Service Industry undertakings not serving primarily local needs.

Send for this new leaflet

To: The Industrial Expansion Team, Department of Industry, Millbank Tower, Millbank, London SW1P 4QU.
Please send me a copy of your new leaflet 'Offices and Service Industries'.

Name_____ Position in Company_____

Company_____ Nature of Business_____

Address_____

The Areas for Expansion

ISSUED BY THE DEPARTMENT OF INDUSTRY
in association with the Scottish Economic Planning Department and the Welsh Office.

TI 26/11S

ENCIRCLE TI 296 ON PAGE 631 FOR FURTHER INFORMATION

Trade and Industry

26 November 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

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Incorporating the Board of Trade Journal

Volume 25 no. 9.

Pages 569 to 632. 26 November 1976.

Price 35p. Net subscription post inclusive, £24.99

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Room 439, 1 Victoria Street, London SW1H 0ET

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Special features and promotion	John Bentley	01-215 5655
European community and overseas trade	Gillian Samuel Alex Mayne-Reid Geoff Heaford	01-215 5620 01-215 3016 01-215 3006
Art and pictures	Bob Priestley	01-215 3118
Circulation control	Christine Swinyard	01-215 5021

Advertisements
T. G. Scott & Son Ltd., 1 Clement's Inn, London WC2A 2ED

Senior advertisement representative Colin Beadle 01-242 6264

Subscriptions: HMSO PO Box 569, London SE1 01-928 6977 ext. 472

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New regulations under Protection of Depositors Act

New regulations aimed at strengthening the disclosure requirements of the Protection of Depositors Act 1963 by requiring deposit-taking companies to provide more information in their accounts, were made on 17 November.

The regulations, which have been approved by both Houses of Parliament, come into operation on 1 February 1977, replacing regulations which were made in 1963.

Deposit-taking companies which produce accounts every six months, as required by the Protection of Depositors Act, will have to supply fuller information on, for example loans to directors and their associates, loans to associated companies, and deposits other loans to the company and instalment credit agreements made by the company.

The existing requirement that additional information be given by certain property companies is extended to all companies producing accounts under the act.

Accounts containing this information must continue to be lodged with the Department of Trade and the Registrar of Companies, and be made available to depositors and prospective depositors.

A spokesman for the Department of Trade said: 'The existing regulations were made when the act was passed in 1963 and have become in some respects inadequate in their aim of giving the investor the information needed for him to form a judgement as to the suitability of the company in which he is invited to deposit money.

'The inspectors appointed to investigate the affairs of the London and County Securities Group Ltd commented upon certain deficiencies in the regulations and the Department's accountancy advisers have also found they have insufficient information on which to assess a company's financial state.'

The Protection of Depositors Act relies mainly for its effectiveness on two principles: the control of advertising by deposit-taking companies and the disclosure of information to investors and potential investors. Currently over 100 deposit-taking companies produce accounts under the act.

The regulations are intended to apply as an interim measure, pending the enactment of legislation based upon the proposals contained in the government's white paper 'The Licensing and Supervision of Deposit-Taking Institution' (Cmnd 6584) published on 3 August 1976.

The regulations do not apply to trustee savings banks, building societies, friendly societies, industrial and provident societies, nor to banking or discount companies recognised as such for the purposes of the act.

Copies of the Protection of Depositors (Accounts) Regulations will be available from HMSO.

Restrictive practices and price maintenance: consolidated legislation

John Fraser, Minister of State for Prices and Consumer Protection, has signed commencement orders for the Restrictive Trade Practices Act 1976 and the Resale Prices Act 1976, and the Lord Chancellor has signed a commencement order for the Restrictive Practices Court Act 1976. The three acts will come into operation on 15 December.

The acts, which are consolidation measures, repeal and re-enact the existing law covering restrictive trade practices and resale price maintenance, as largely contained in the Restrictive Trade Practices Acts 1956 and 1968, parts 9 and 10 of the Fair Trading Act 1973, and the Resale Prices Act 1964. The substance of the law is unchanged, but the form has been altered for the convenience of those who use it.

Consolidated rules of procedure for the Restrictive Practices Court will be laid before Parliament in due course.

Copies of the three commencement orders are available from HMSO at 5p each. SI 1976/1877 covers the Restrictive Trade Practices Act 1976; SI 1976/1876 the Resale Prices Act 1976; and SI 1976/1896 the Restrictive Practices Court Act 1976.

Should retailers always face the music on consumer complaints?

Gordon Borrie, Director-General of Fair Trading, sympathises with the view that too often the retailer has to face the music when there are consumer complaints.

Addressing the annual meeting of the Consumers' Association in Birmingham on 20 November, he said there were many problems which pressed hard on the trader today – including VAT, bigger overheads, and competition from larger concerns like supermarkets.

'If goods are faulty, it is the seller's responsibility,' he went on. 'So says the law; but it is becoming increasingly obvious that the law does not reflect the public's own natural instinct as to where the responsibility should lie – the law does not correspond with their expections.'

Commenting that the Office of Fair Trading was not a prime mover where product liability was concerned, Mr Borrie went on to outline his thinking on the problem.

'A number of twentieth-century developments point to the need to strengthen the consumer's existing rights against the producer. One is the development of technologically complex goods which only the producer or his appointed dealers – and not all of those – could understand. The second is the development of self-service retailing where the consumer simply picks up the goods to which his attention has been drawn by advertising and the retailer does nothing more than display them and take the money.

'Given these circumstances, it is not surprising that so many people find it difficult to believe their prime right of redress lies against the retailer rather than the producer. In many cases it seems inconceivable that any action by the retailer can have contributed to the defect. So has the law got it wrong?'

Mr Borrie pointed out that a survey carried out by the Consumers' Association in March 1974 showed that not only were consumers very confused as to where legal responsibility lay, but also that a majority thought producers should be legally responsible for faults in consumer durables and in such products as clothing and shoes.

'It seems to me,' he added, 'that the logic of these developments points to the imposition of greater liability upon the producer.'

The Queen's Speech

Patent law, worker participation and direct elections to the European Assembly were among proposals announced in the Queen's Speech on 23 November.

A bill will be introduced to provide a comprehensive reform of patent law and enable ratification of the international patents agreements, including the European Patent Convention.

Legislative proposals for the extension of industrial democracy in the private and public sectors of the economy will be brought forward as soon as possible after the Committee on Industrial Democracy has reported and the necessary consultations have taken place.

Legislation will be introduced to provide for the election of UK members of the European Assembly.

Work starts on government factories

The start of work on several government advance factories for the Department of Industry has been announced by the English Industrial Estates Corporation. They are as follows.

Merseyside. Three advance factories on the Gillmoss Industrial Estate, Liverpool. Two are of 2,250m² and the other is a unit of about 1,350m². They should be ready next June.

Blackpool. Two advance factories on a site in Bristol Avenue. One is of 900m² and the other of 1,350m². They should be ready next May.

Inquiries regarding purchase or lease of these factories should be made to Mr P. M. Innes, Department of Industry, North West Region, Sunley Buildings, Piccadilly Plaza, Manchester M1 4BA.

Devon. Two advance factories of 900m² on the Lee Mill Industrial Estate, Ivybridge. They should be ready next June.

Cornwall. A block of four terrace units totalling about 1,000m² which should be ready next June.

Inquiries about purchase or lease of these factories should be made to Dr V. T. Brooks, Department of Industry, Notte Street, Plymouth.

This new 30m (100 ft) fire-fighting turntable ladder, fitted with a rescue cage to hold two men, can be elevated from minus 17 degrees to plus 75 degrees – in under one minute. Developed by Merryweather and Sons, London, the ladder can also be used as a bridge to span gaps between buildings or across stretches of water. The company, which manufactures a range of fire-fighting, protection and prevention equipment, recently received an order from Cyprus for the ladder and three airport crash tenders, and an order from Iraq for four 11,000 litre water tenders and six foam tenders.

BSC's half-year results

The British Steel Corporation issued its half-yearly results on 18 November. The result for the 26 weeks to 2 October was a loss of £43 million after charging interest of £75 million and a provision for exchange losses of £19 million. This was better than budget. The result for the corresponding period last year was a loss of £125 million.

Within the cash limits set by the government, capital expenditure was £286 million (£201 million last year) and working capital increased by £180 million. External funding was £453 million of which £252 million was received as public dividend capital.

Production was 21 per cent and deliveries 13 per cent higher than in the first six months of the previous year and prices improved. This general improvement had been expected to continue; however, it has not been sustained, and this will have an adverse bearing on the anticipated results for the second half of the year. The aim of the corporation remains to break even for the 12 months, but achievement will depend on the corporation improving its production and commercial performance.

Compressor installation eliminates shutdowns

Twinned Hydrovane Compressor installation at the St Neots-based photo products department of Du Pont (UK) Ltd. By replacing a single 25hp set with these two 7½hp Hydrovanes, the department has eliminated production shutdowns for servicing and at the same time is actually saving energy.

Investment in Merseyside

A Plymouth firm, F. E. Harris (Northern) Ltd, is to occupy a factory of 465m² (about 5,000 sq ft) built by the English Industrial Estates Corporation on the Knowsley industrial estate, near Liverpool, Merseyside.

The company, which manufactures coffins and caskets, hopes to employ 17 workers in the new factory as production increases over the next three years.

Egremont Tubes expand at Whitehaven

The English Industrial Estates Corporation is to build an extension of about 1,050m² (11,000 sq ft) to the premises occupied by Egremont Tubes Ltd at Hensingham, Whitehaven, Cumbria.

Egremont Tubes, a member of the Mardon Packaging Group, manufactures composite containers and cable reels and presently occupy premises of about 6,200m² (66,000 sq ft) at Hensingham.

The Department of Industry states that work is expected to start by the end of November and the extension should be completed in the spring of 1977. When full production is reached a further 50 jobs should be created by this expansion.

Bob Cryer (centre), Parliamentary Under-Secretary of State, Department of Industry, with D. G. C. Lawrence (right), head of DoI Small Firms Division, and R. C. McVickers, DoI regional director for the South West. The picture was taken at a recent small firms counselling service training seminar at Bristol.

New Department of Industry Chief Scientist

The Prime Minister, with the agreement of the Secretary of State for Indusry, Eric Varley, has approved the appointment of Dr Duncan Davies as Chief Scientist, Department of Industry.

Dr Davies will succeed Sir Ieuan Maddock when Sir Ieuan gives up his appointment as the department's Chief Scientist on 31 March 1977. Sir Ieuan, who has also been in charge of the National Physical Laboratory, will continue in this capacity for a period after Dr Davies' appointment.

Avon Inflatables to move into advance factory

The Secretary of State for Wales has agreed to the allocation of the vacant 2,322m² Pontardulais no 2 advance factory at Hendy to Avon Inflatables Ltd, Llanelli.

He has also agreed that a 4,644m² extension, to be built by the Welsh Development Agency, should be added to the factory.

Avon will continue to occupy its North Dock factory at Llanelli until the Hendy extension is ready for occupation next year. An extension for the factory, announced in July, will not now go ahead. Upon vacation by Avon, the WDA will convert the North Dock factory into two self-contained units for re-letting.

The purpose of the change in plans is to provide Avon with urgently-needed production capacity to cope with export orders. The company manufactures inflatable rubber boats, life rafts, life jackets and other military products. Exports this year will account for some 60 per cent of the total business of which a high proportion is to North America.

The company expects to provide 174 more jobs at the Hendy factory when fully manned. Avon at present employs nearly 400 people at its Dafen and North Dock factories. The company has been making inflatable equipment at the Dafen factory since 1964.

Patents endorsed 'Licences of Right'

Under section 35 of the Patents Act, 1949 the following patents were endorsed 'Licences of Right' on the date(s) specified.

Number	Grantee	Subject-matter
2 November 1976		
1,188,399	Coal Industry (Patents) Ltd	Sintering materials to produce aggregates
1,216,683	Coal Industry (Patents) Ltd	Sintering materials on a travelling conveyor
1,216,684	Coal Industry (Patents) Ltd	Method and apparatus for sintering material
1,219,269	Coal Industry (Patents) Ltd	Sintering materials to produce aggregates
1,252,126	The Post Office	Improvements in or relating to the coupling of optical waveguides
1,436,709	The Post Office	Improvements relating to data storage
1,438,657	The Post Office	Electrical connectors
1,189,740	Semikron Gesellschaft fur Gleichrichter bau und Elektronik m.b.h.	Improvements relating to contact electrodes for semi-conductor devices and methods for the production thereof
1,408,314	Semikron Gesellschaft fur Gleichrichter bau und Elektronik m.b.h.	Method for production of a stabilising and/or insulating coating on semiconductor surfaces
1,421,146	Semikron Gesellschaft fur Gleichrichter bau und Elektronik m.b.h.	Semiconductor controlled rectifier
1,127,677	BP Chemicals Ltd	Improvements in or relating to the production of unsaturated aliphatic carboxylic acids
1,204,324	Misselbrook Filters Ltd	Improvements in and relating to filters for liquid and gaseous fluids
1,287,696	BP Chemicals International Ltd	Purification of acrylic acid
1,326,513	Societe D'Exploitation des Laboratoires Bottu	Process for the preparation of a new pyrazole derivative
1,338,729	ITT Industries Inc	Circuit component mounting arrangement
1,386,138	International Standard Electric Corporation	Ring trip circuit
1,387,921	Telautograph Corporation	Electrolytic recording medium
5 November 1976		
1,137,198	Standard Telephones and Cables Ltd	Improvements in or relating to telephone exchanges
1,154,898	Standard Telephones and Cables Ltd	Improvements in temperature compensation of crystal oscillators
1,207,340	Standard Telephones and Cables Ltd	Loud speaking telephone circuits
1,246,005	Standard Telephones and Cables Ltd	Cables
1,357,676	Standard Telephones and Cables Ltd	Improvements in electrical waveguide mixer arrangements
1,364,660	Standard Telephones and Cables Ltd	Method of producing electrical interconnection patterns
1,407,635	Standard Telephones and Cables Ltd	Oscillator arrangement using solid state oscillator device
1,293,777	Agfa-Gevaert Aktiengesellschaft	Photographic silver halide material with antistatic backing layer
1,380,808	Agfa-Gevaert Aktiengesellschaft	Photographic dry copying process
1,324,272	Italsider S.p.A.	A method and apparatus for transforming iron-containing waste slurries into granular solid material
1,417,330	Italsider S.p.A.	Method for manufacturing steel monobloc wheels
1,341,816	Pietro Laverda S.p.A.	Maize husking and grain recovery arrangement for a combine harvester
1,356,930	Howard Harvestore Ltd	Chain links
1,408,189	Hoechst Aktiengesellschaft	Isomerisation of unsaturated esters
1,441,114	Glaverbel-Mecaniver	Method of and apparatus for severing vitreous bodies
9 November 1976		
1,151,610	International Standard Electric Corporation	Improvement in or relating to a variable equaliser
1,179,614	International Standard Electric Corporation	VF receiver
1,296,602	International Standard Electric Corporation	Filtering method and circuits therefor
1,368,677	International Standard Electric Corporation	Frequency selective signal receiver
1,389,560	International Standard Electric Corporation	An active two-wire to four-wire coupling circuit
1,393,128	International Standard Electric Corporation	Frequency selective signal receiver
1,397,840	International Standard Electric Corporation	Electronic switching module
1,169,000	EMI Ltd	Improvements relating to envelopes for gramophone records
1,406,484	EMI Ltd	Improvements relating to the synchronous replay and recording of audio signals with video signals
1,411,079	EMI Ltd	Improvements in or relating to cathode assemblies for electron tube devices
1,345,239	VEB Kombinat Technisches Glas Ilmenau	A method and apparatus for the treatment of glass or crystalline glass articles that are to be hardened
1,357,194	VEB Kombinat Technisches Glas Ilmenau	A process for the strengthening of glass objects
1,186,441	Agfa-Gevaert Aktiengesellschaft	Process for stabilising developed photographic images
1,257,401	Alfred Stanley Hussey	Improvements relating to methods of fixing conduit
1,362,131	The Post Office	Improvements in or relating to reducing unwanted modulation in a communication system
1,365,721	The Glisten Co Ltd	Improvements in or relating to dispensers
1,404,503	William R. Selwood Ltd	Improvements relating to well points

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Applications for investment grant

The Department of Industry has accepted since 1 October 1976 applications for investment grant in respect of capital expenditure incurred in the period 1 April to 30 June 1976. These applications have been payable from 1 October 1976.

The department now announces that applications in respect of the following quarter 1 July to 30 September 1976 will be accepted from 1 January 1977 and that payment on such applications, after approval, will begin from that date.

Investment grant is payable on expenditure incurred after 26 October 1970 only where it arises under a contract entered into by that date. Applications should be made to the department on the appropriate form, accompanied by form IG/32 (or form IG/33 for ships) and relevant evidence of contract.

Closing dates

The department reminds applicants that, by virtue of the Investment Grant Termination (No 6) Order 1976 and of the direction made under it on 9 February 1976, no investment grant will be made in respect of expenditure incurred in the period 1 April to 30 June 1976 unless application on the appropriate form and accompanied by a report by an independent accountant is made to the Department of Industry before 1 January 1977. Applicants should ensure that they have duly completed the appropriate form and forwarded it to the reporting accountant in sufficient time to enable him to examine and report on it and for the documents to be received by one of the grants offices not later than 31 December 1976.

Applications relating to expenditure incurred during the following periods should be made by the dates specified:

Expenditure incurred	Date before which application must be made
1 July 1975-30 September 1975	1 April 1977
1 October 1975-31 December 1975	1 July 1977
1 January 1976-31 March 1976	1 October 1977

Firms contemplating applying for investment grants towards expenditure incurred on the production of prototypes must also comply with all the requirements as to the making of applications by specified terminal dates. Special considerations may affect this type of application and if firms foresee difficulty in meeting these requirements they should seek guidance from the appropriate office.

Guidance on the preparation of forms may be obtained from the appropriate office. The addresses of the offices are:

Department of Industry, Regional Development Grants Office,

Queensway House, West Precinct, Town Centre, Billingham, Cleveland TS23 2NF, tel. (0642) 553671, telex 58608.

St Peter's House, Stanley Precinct, Bootle, Merseyside L20 3LZ, tel. 051-922 4030, telex 627162.

24/26 Newport Road, Cardiff CF2 1SY, tel. (0222) 42611, telex 49538.

Magnet House, Waterloo Street, Glasgow G2 7BT, tel. 041-221 9833, telex 77611.

Forms for ships, hovercraft and computers are available from the Department of Industry, Regional Development Grants Division, Room 2722, Millbank Tower, Millbank, London SW1P 4QU, tel. 01-211 5518, telex 918829.

Industry Act assistance: interest rates increased

The maximum rate of interest relief grant and interest rates for loans under section 7 of the Industry Act 1972 are increased with effect from 22 November.

The rate of interest relief grant available in those cases where it would be appropriate to allow the equivalent of an interest free period on a Department of Industry loan – but where firms obtain their finance from other sources – is being increased from 14½ per cent to 15 per cent for each interest free year.

The 'concessionary' rate of interest on loans for employment-creating projects (category A) is increased from 11½ per cent to 12 per cent. The 'broadly commercial' rate of interest on loans for modernisation projects not providing additional employment (category B) is increased from 14½ per cent to 15 per cent.

New investment on Merseyside

The Department of Industry has bought 15.5 acres of land at Huyton for future industrial development, it was announced on Thursday, 18 November. The department will encourage new investment there possibly in the form of further advance factories or by leasing parts of the site to manufacturing companies. These can either build their own premises or apply for government factories, purpose-built to their own specifications.

The site, on the east side of Wilson Road, Huyton, has been bought from Kestral Properties Ltd, a member of the Capital and Counties Property Group.

Bristol factory wins new steel design award

First winner of the new Finniston award which is to be made each year to an outstanding entry for the structural steel design awards made by the British Steel Corporation and the British Constructional Steelwork Association. It is The Hartcliffe Project of a landscaped head office and factory built at Bristol for W. D. and H. O. Wills. The factory is steel framed, as is the tower office building, which has been constructed over an artificial lake. The judges praised the use of Cor-Ten weathering steel on all-exposed steelwork. Awards were also made for a sludge press house for the Severn-Trent Water Authority; a warehouse and showroom for Habitat in Oxfordshire; a canteen for the Welding Institute near Cambridge; a swimming pool in Richmond, North Yorkshire; the M27 Motorway bridge across the River Hamble near Southampton; and an elevating building platform used in the construction of the new National Westminster Bank in London.

Edmund Dell, Secretary of State for Trade, visited the New York office of British Tourist Authority recently to discuss the current status of tourism from the US to Britain. He stated he was 'agreeably impressed' with the 16 per cent rise in US tourists through July 1976, which will help maintain tourism as Britain's biggest dollar-earning industry. Shown here, left to right, are Alan Jefferson, manager, advertising and marketing, BTA London; Mr Dell; Gordon Booth, consul general, New York City; and Lewis Roberts, director of marketing, North America, BTA.

ETB calls for more investment in tourism

The English Tourist Board has presented the case to industry, commerce and the City for greater participation in the growth of tourism in Britain.

The invitation came at a seminar in London on 23 November, to present the opportunities that the growth industry of tourism offers for future investment. Guest speaker was Sir Ronald McIntcsh, director general of the National Economic Development Office.

'Tourism has a real multiplying effect. There can hardly be an individual – or a company – in the country that tourism does not benefit in one way or another,' said Sir Mark Henig, chairman of the English Tourist Board. 'Tourism employs directly more than a million people, and another two million in related industries. Central government is rightly concerned with the creation of new jobs and the wise use of resources to that end.'

ETB's experience in administering the tourist projects scheme in the development areas of England, showed that creating a job in tourism costs an average of £2,500 per job from public funds – only 44 per cent of that needed in manufacturing industry.

This explained that tourism in the UK, worth over £4,000 million – more than is spent on fuel and light – is one aspect of an expanding leisure market reflecting our changing society. For example, there is now greater leisure time due to shorter working hours and increased holidays with pay. Domestic tourism is growing, and between 1965 and 1975 holidays increased by 33 per cent. Growth (in tourist nights) up to 1980, it is predicted, will be between 9 per cent and 30 per cent. Foreign tourism has grown by 75 per cent from 1965 to 1975, and an increase of between 10 per cent and 46 per cent is predicted for the period to 1980.

'We know the past, but it is seeing what is to come that takes astute judgement and brings the reward of good investment. Tourism will continue to grow if we make it grow, by providing facilities and by feeding the demand,' the delegates were told.

Sir Mark admitted that it was true that some of our tourism was still too seasonal. 'But there have been encouraging signs of the season extending over the years – from March to November in some places, and in others, particularly in city centres, there is an all-the-year-round demand. Interest in the lesser-known areas of England is also increasing. Ferry services to such ports as Hull and Newcastle help to bring more tourists directly to these areas – and we must make sure that the facilities these tourists need are there,' he said.

After the presentation, delegates were able to discuss tourism opportunities with representatives of the tourist boards and those from the hotel, catering and leisure fields with proven records of successful investment in the regions. There was also an exhibition by the tourist boards illustrating the many investment opportunities in tourism.

Do wholesale discounts reach the consumer?

The spotlight has recently been focused on, the buying-power of large retailers,' Robert Maclennan, Parliamentary Under Secretary of State for Prices and Consumer Protection, said on 18 November. He was speaking in London at the annual luncheon of the British Frozen Food Federation.

'This considerable power must be made to operate in the consumer's interest,' Mr Maclennan continued. 'We intend to bring in new price control arrangements on bread for this purpose – but the principle should not be thought to be confined to bread alone.

'The Monopolies Commission has just examined the discount practices in the frozen food industry. They recognised that changes in the structure of the retail grocery trade have operated in the public interest in many ways. But they too have drawn attention to the fact that concentration in retailing has been accompanied by an increase in the bargaining power of large retailers. They have pointed out that frozen food discounts to large retailers have borne little relation to differing costs of supply and that these discounts did not always appear to be passed on to consumers.

'In their report the commission expressed the view that in general it is desirable that discounts should largely reflect savings in the cost of distribution to individual customers. I have a great deal of sympathy with this view.

'Although the commission have indicated that the problem is not peculiar to frozen foods, they did not attempt to reach any general conclusion on this subject in their report. It cannot, however, be left in the air; for it is an issue of deep concern to the small shopkeeper as well as to the consumer. Clearly it will have to be considered in a wider context.'

British Petroleum and Century Oils Group: reference to Monopolies Commission

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has decided to refer the proposed acquisition by the British Petroleum Co Ltd of Century Oils Group Ltd to the Monopolies and Mergers Commission for investigation and report under the merger provisions of the Fair Trading Act 1973. The commission are being required to make their report within six months.

The decision to make a reference to the commission does not in any way pre-judge the question whether or not the merger concerned is contrary to the public interest. It is for the Commission to report on this after investigation.

The proposed acquisition by the British Petroleum Co Ltd of Century Oils Group Ltd is being referred under the 'size of assets' criterion of the act.

Scottish Council – Scottish Development Agency agreement on industrial promotion overseas

The agreement reached between the Scottish Development Agency and the Scottish Council (Development and Industry) on future arrangements for industrial promotion was the subject of an announcement made on 19 November in parliament by Bruce Millan, Secretary of State for Scotland.

Commenting on the announcement, Sir William Gray, chairman of the Scottish Development Agency, said:

'I am pleased about the agreement with the Scottish Council on the future arrangements for industrial promotion, and I am confident that what we have now worked out provides a basis for the successful development of this activity which is so fundamental to Scotland's industrial future. We will be building on the firm foundation laid down by the Scottish Council through its own promotional activities and its work in the Scottish Consultative Committee. The Scottish Council's promotional programme will be co-ordinated with the agency's own programme as it develops, and we will be doing our best to work in close co-operation with local authorities, new towns and others involved in promotion to ensure that, by our joint efforts, we can make a co-ordinated impact for Scotland. Our discussions with the Scottish Council have been entirely harmonious, and each body has due respect for the wider responsibilities and interests of the other. We in the agency are confident that we can continue to develop a good working relationship with the Scottish Council and the interests it represents across the whole range of their concerns, including promotion.'

The following comment was made by Lord Clydesmuir, president of the Scottish Council (Development and Industry):

'I think it is sensible, logical and entirely appropriate for the Scottish Development Agency in view of its powers, resources and remit, to assume the role of co-ordinating the industrial promotional activities overseas of the several individual Scottish bodies which engage in this activity which the Scottish Council has so effectively pioneered.

'Today's agreement – which has been most amicably reached – will ensure that this aspect of the council's activities to which we devote about 15 per cent or our staff effort and our own cash resources can be maintained at the heightened level made possible by the grant-in-aid which we currently receive for this specific purpose from the Scottish Office.

'While the bulk of the Scottish Council's activities to promote industrial growth in Scotland lies outwith the scope of today's agreement, we shall clearly be concerned in our own activities as an independent body to complement the work of the Scottish Office and of the Scottish Development Agency in the positive spirit reflected in this agreement.'

Deputy secretary appointment in Department of Trade

The Prime Minister, with the agreement of the Secretary of State for Trade, has approved the promotion of Mr J. R. Steele to be a deputy secretary in the Department of Trade.

Mr Steele will succeed Mr P. S. Preston who, as already announced, will take the place of Sir Richard King as Permanent Secretary to the Ministry of Overseas Development.

In his present post Mr Steele, who is 47, is concerned with general economic issues affecting trade.

In his new post Mr Steele will be in charge, at deputy secretary level, of the Commercial Relations and Exports Divisions of the Department of Trade responsible for the United Kingdom's external trade policy and commercial relations and interests within the EEC and overseas. He will also be responsible for the part of Export Development Division dealing with export licensing and relations with developing countries.

Official appointments

Edmund Dell, Secretary of State for Trade, has appointed Christopher Bond to be a member of the English Tourist Board for a period of three years.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed the following as members of the North Western Gas Consumers' Council until 31 May 1979: Councillor E. Bacon, Councillor B. Whitham, Councillor J. Clarke, Mr C. M. Roach, and Mr E. Dobson.

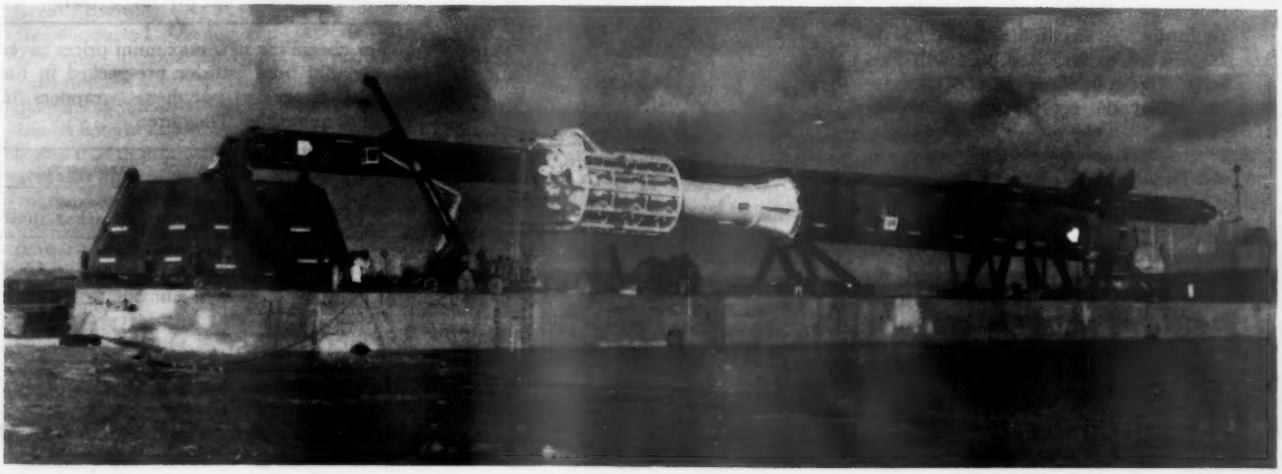
Letter price freeze

A promise of a further period of price stability for basic letter rates was given on 16 November by Sir William Ryland, chairman of the Post Office.

The price of letters up to 100 grams, already frozen by the Post Office until the end of 1976, will now remain fixed until at least 31 March 1977.

The Post Office have already promised that all telephone charges will remain unchanged until at least 1 August 1977.

At Leith, this massive single anchor leg mooring (SALM) – 550 ft high – is loaded horizontally on to the transportation barge. This SALM was fabricated by Motherwell Bridge Offshore Ltd for the Thistle Field, under a contract with David Brown-Vosper (Offshore) Ltd, in association with the company which designed it – Single Buoy Moorings Inc.



Retail stores could do more import saving: John Fraser

'The retail sector could in some areas do better in saving imports and encouraging the production and sales of British goods,' said John Fraser, Minister of State for Prices and Consumer Protection when addressing the Multiple Shops' Federation in London recently.

'Many stores already do this with great effect', he said, 'by setting standards of quality and price and contracting for production runs which guarantee stability and employment. Without naming names some of our bigger stores are famous not only in this country but across continents for the competitiveness of the goods they have on sale.

'But there are probably other areas where stores that command a big share of the market could use a bit more clout in the interest of Britain. Even if they have not a commercial duty, I think they have a patriotic duty to look at some of these lines of goods which come in preponderantly from overseas suppliers and they should ask themselves whether they could not put demands on British manufacturers to produce to a price and quality that might exclude some very expensive items on our import bill.

'I am not asking firms to trade against their commercial judgement and certainly not against the interests of consumers but I do think there is an opportunity for the use of buying-power to encourage British production. This is not an innovation but simply an encouragement to some to follow the good example of others.'

Mr Fraser said we should not ignore the contribution that the retail sector makes to employment. 'It provides jobs for 1.8 million workers and, importantly, provides jobs for the 16 to 19 age-group at a third above the level that its share in the market would indicate. Put another way, if it took only its proportionate share of youngsters in employment, 45,000 16 to 19-year olds would be out of a job.

'With these considerations in mind we made changes in the last price code to help the retail sector. The new code will let firms rebuild margins – and so generate the funds needed for investment and working capital in the coming economic upturn – while ensuring that they do not take unfair advantage where market constraints are weak.'

Long-term price control on bread

Arrangements for long-term price control on bread were announced by Roy Hattersley, Secretary of State for Prices and Consumer Protection, on 17 November.

'During the last two days,' he said, 'ministers and officials of this Department and the Ministry of Agriculture, Fisheries and Food have consulted representatives of those employed in the manufacture and sale of bread and discussed with them my proposals for the future of bread price control.

'I now propose to implement the policy which we described to them. The object of my proposals is to ensure that the price of the standard loaf remains as low as possible. That will be achieved by introducing long-term price control on 14 and 28 oz standard loaves sold in shops. The new arrangements will have three major elements:

1 The price paid for bread by retailers is governed by the discount they negotiate with bakers on bulk purchases. At present the size of that discount is limited by law. I have decided to remove that limit. From early 1977 retailers will receive whatever discount they can negotiate.
2 In future the maximum prices for the 14 and 28 oz standard loaf will vary according to the size of the discount; the bigger the discount the lower the price.
3 I am taking immediate action to stabilise the price of bread. I am doing that in two ways. First, the reduction of ½p in the bread subsidy which I intended to make at the end of this month will be postponed. Second, the bakers have notified the Price Commission of their intention to increase the price of all loaves by ½p. Nevertheless, I shall not raise the statutory maximum retail price for standard bread.

'As a result of my decision, the cost of a standard loaf – which would have risen by 1p – will stay at its present level for the rest of the year.

'The present controls – in particular the statutory discount limit – are no longer in the interests of the consumer. I have not required the bakers to forgo the increase in the wholesale prices which they had proposed. They are free to negotiate higher prices for their bread with the retailers – a large proportion of whom are selling well below the maximum price. I am not, however, prepared to use my powers to require an increase which would be automatically passed on to both the retailer and the consumer.

'I am not taking this action because I believe profits in the baking industry are unreasonably high. My objection is to the way prices are determined.'

Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, has decided to invite representatives of Scottish baking interests to discuss the way in which they may be affected by the changes in the system of bread price control announced today. He wishes to consider further points of special interest to the Scottish baking industry.

New price limits for butter, cheese and household flour

Following the reductions announced in the subsidies on butter and cheese (*Trade and Industry*, 19 November, page 478) the statutory maximum retail prices have been increased. In addition, the maximum prices of household flour have been altered. The limits, contained in orders laid before parliament by the Secretary of State for Prices and Consumer Protection, also take account of cost increases and came into force on 22 November.

Maximum prices increase by 5p per pound on butter, by 6p per pound on cheese and by 2½p on 3 lb packs of plain and self-raising flour; maximum prices decrease by 1p on 1 lb packs of plain and self-raising flour. Prices in the shops will generally remain below the new limits. The extent to which they may rise continues to be governed by the requirement that distributors' profits – the percentage difference between their buying and selling prices – should not be increased.

The orders are: The Butter Prices Order 1976 (Amendment) Order 1976 – SI 1976/1937, The Cheese Prices Order 1976 – SI 1976/1929, The Household Flour Prices (Amendment) (no. 2) Order 1976 – SI 1976/1938.

The new maximum prices for salted butter sold in certain rectangular packs weighing from 8 ozs to 1 lb are:

Category of Butter	Pence per ½ lb
Butter produced in the UK (other than blended)	30½p
Other EEC butter (other than blended)	30½p
New Zealand butter (other than blended)	28½p
Blended butter of any variety and of any origin	29½p
Any other variety (other than blended)	30½p

For cheese the new maximum prices cover cheese sold from bulk or pre-packed in the normal paper or polythene wrappers in random quantities. They are:

	Pence per lb	
Category of Cheese	Farmhouse or matured	Other
Cheddar		
UK (including Dunlop) and other EEC	77	67
New Zealand		67
UK Cheshire	75	65
Territorials		
UK Caerphilly, Derby, Double Gloucester, Lancashire, Leicester, Wensleydale and White Stilton		67
Edam and Gouda		67

The new maximum prices for household flour are:

	Price in pence	
	1 lb pack	3 lb pack
Plain (other than strong, wheatmeal and wholemeal)	10½	29
Self-raising (other than strong, wheatmeal and wholemeal)	10½	29
Chupatty (other than batch, brown and wholemeal)	70 lb or 32 kg pack £4.50	

In accordance with the Prices Acts the provisions of the orders have been the subject of consultations with interested organisations.

Consumer advice grants extended

Roy Hattersley, Secretary of State for Prices and Consumer Protection, has announced grants for next year to local authorities and other organisations running consumer advice centres and price survey schemes. In reply to a parliamentary question from Ken Weetch (Ipswich), on 22 November he said:

'My department will be making available grants to maintain the coverage of consumer advice centres and price survey schemes in Great Britain at the 31 March 1977 level. Grants will be available to local authorities and other organisations for one year from 1 April 1977. Local authority associations are being invited to discuss details of the new grants with my department.'

Consumer advice centres, run by local authority consumer protection staff, offer advice to shoppers – and traders – on consumer rights. Many also offer 'pre-shopping' advice on the range of products and services available, and the various means of obtaining them. It is expected that there will be over 120 such centres operating throughout Great Britain by 1 April 1977, when the grant begins. Forty-six of these centres will have been established with the help of the Department of Prices and Consumer Protection's Consumer Advice Grant Scheme announced in the July 1975 white paper 'Attack on Inflation'.

It is expected that some 300 price survey schemes run by local authorities and other organisations will be operating throughout Great Britain by 1 April 1977. These schemes are conducted weekly and provide 'pre-shopping' information about a variety of groceries and a selection of fresh foods so that the consumer knows at which local shops items can be bought at listed prices. Experience has shown that significant savings can be achieved with this form of practical assistance.

The schemes already include quarterly surveys of the prices of coal and women's sanitary protection products. It was recently announced that the schemes are to be extended to include occasional surveys of the price of petrol and products sold in small packs.

The grants will be available to fund the running costs of these centres and schemes until 31 March 1978. The final details of the grants are expected to be agreed with local authority associations in the next few weeks.

Model of the Grumman American executive jet, the Gulfstream III, powered by two Rolls-Royce Spey Mk 511 turbofans. The Gulfstream III – due to enter into production in 1980 – is the third Grumman executive jet to use Rolls-Royce engines. Gulfstream II in current production also uses Spey engines, while the earlier Gulfstream I is powered by Rolls-Royce Dart turboprop engines.

Petrol stations must stop price-juggling, or else . . .

If 'price-juggling' petrol filling stations do not submit to the voluntary agreement on unambiguous price displays, the government may introduce legislation.

The warning was given by John Fraser, Minister of State for Prices and Consumer Protection, in speaking recently at a residential course at Loughborough Co-operative College.

'Joe Public is thoroughly cheesed off with the huckster gimmicks being used to tempt motorists into some petrol filling stations,' he said.

'A significant minority of filling-stations seem to subscribe to the theory that the motorist on the road wants to see a mass of large and small print information telling him everything except the price which he is actually going to have to pay to fill up his tank. Signs like '8p off' an unspecified price may not be illegal, but they are misleading and frustrating, and they are certainly contrary to the voluntary agreement reached between the Director General of Fair Trading and the oil companies and the Motor Agents' Association in September this year about the display of prices for petrol.

'This agreement, which applies only where a price reduction or offer is claimed, provides that when petrol is promoted by a claim that its selling-price has been reduced or is less than the posted pump price (or some other price), either the price per gallon payable by the cash customer, taking account of any reduction claimed, or the higher price per gallon from which the reduction is claimed should be displayed so as to be clearly visible to the motorist from inside his car before he enters the forecourt. The agreement covers 4-star petrol and at least one other grade if it is on offer; and also contains provisions relating to the method of price display – for example, specifying the size of the figures.

'To their credit, a substantial number of garages have fallen in not just with the letter but with the spirit of the agreement. They deserve the patronage of the public at the expense of those garages where it is impossible to know the price until the deductions can be worked out on the forecourt.

'I do not believe that I discharge my duty to the motorist or to the majority of garages which do have clearly displayed prices if I rely only on a public boycott of the price-juggling stations. If the agreement does not become more widely observed, the government has an obligation to legislate for clear and unambiguous price display.'

Package holiday leaflet

The Office of Fair Trading has produced a 'Package Holidays Abroad' leaflet in its 'For Your Protection' series. It explains the Association of British Travel Agents code of conduct, which is designed to protect holiday-makers from things which have spoilt some package holidays in the past.

The leaflet is available free from local consumer advice centres, citizens' advice bureaux, and trading standards and consumer protection departments of local authorities.

Reports of Nedo sector working parties

Summaries of the main recommendations of Nedo sector working parties for several industries – together with the government action taken – were given as parliamentary answers last week. The following are the summaries for the industries so far concerned.

Heavy electrical machinery

Recommendations
Sections of industry to be restructured to form more effective grouping of resources. Government to develop long term energy and fuel policy. Electricity supply industry to provide 10-year ordering programme. Government should consider authorising and financing of generating boards to enable forward order of 5,000MW of fossil-fired plant between 1976 and 1980, with first order for 2,000MW to be placed by end 1976. SGHWR programme should be brought forward.

Action on these recommendations is dependent upon decisions which may arise from CPRS report on the power plant industry and other relevant studies.

Recommendation: Electricity Council's consultancy service to be augmented to enable it to assist with big export contracts.
Action: The council has recently formed a new company, British Electricity International, to strengthen the overseas consultancy services.

Recommendation: Government to consider improving provisions for export assistance through ECGD credit and interest rates, pre-shipment finance, turnkey contracts and cost escalation cover.
Action: ECGD has explained to the Sector Working Party some of the constraints within which it operates and the paper by the Industrial Strategy Staff Group for the July NEDC meeting gave the government's general response to SWP recommendations in this area. These issues are being further considered by the Roll Committee and its working party under Lord Seebohm, which is tackling in the first instance the problems of excess risk attached to multi-million pound contracts.

Domestic electrical appliances industry

Recommendation: The government was asked to make a commitment towards a more stable home market. The SWP suggested guidelines for future changes in VAT and credit controls.
Action: The government has indicated its appreciation of the importance for the industry of this recommendation.

Recommendation: The government was asked to co-operate with the appliance industry in seeking ways to foster a healthy expanding supply sector.
Action: The Department of Industry has undertaken a study of material and component supply to the appliance industry. The government is looking at the possibility of providing assistance for expanding capacity in this sector.

Recommendation: Despite the EEC 'Low Voltage Directive', some UK manufacturers have complained of difficulties in obtaining approval for their products: the government was asked to assist.
Action: The government is investigating specific instances where difficulties have arisen in obtaining product approval.

Recommendation: There should be more action to detect and prevent dumping.
Action: The Department of Trade has referred to the EEC Competition Directorate a trade association case alleging dumping of automatic washing machines. The government is co-operating with the industry on furthering the case.

Fluid power equipment industry

Recommendation: The industry is urged to standardise its seal requirements and to buy in bulk. This was seen as a possible area for strategic investment by seal suppliers with help from government to increase capacity.
Action: The seal manufacturers are at present reported to be working below capacity and none have so far applied for government help in order to increase capacity.

Recommendation: Government was asked to consider initiating a stockholding scheme for electric motors and steel tubes, probably as part of a counter-cyclical strategy.
Action: The Industrial Equipment SWP is examining the future production capacity of the electric motor industry and the Secretary of State for Industry announced in August the government's support for the proposal by the BSC for a further £50 million counter-cyclical stock piling.

Recommendation: Greater acceptance of dilutee labour by both employers and unions was seen to be needed in areas where skilled labour is short and where pools of semi-skilled labour may exist. It was thought that certain of the larger unions would have to review local implementation of national agreements. The SWP suggested that the training levy exemption scheme should be replaced by training payments based more directly on individual company costs. Direct incentives to individuals to undertake training and re-training were thought to be necessary.
Action: These two recommendations call primarily for action by management and unions in addition to that by government. In areas where dilutee agreements exist, government skillcentres can make available appropriate training arrangements. The SWP has been asked to provide more precise information of any anticipated shortage of skilled labour to assist further consideration of any additional measures.

Recommendation: The government and unions were asked to re-think pay relativities (also taking into account fringe benefits, etc.) so that jobs at all levels in manufacturing industry are at least as well or better rewarded than jobs in the public sector, non-manufacturing and service activities.
Action: This recommendation will be taken into account in discussions about the pay arrangements for the period after July 1977.

Recommendation: Remove anomalies in the Price Code mitigating against increased investment for the industry in fixed assets or working capital. Consider the case for increased corporation tax relief (related to actual investment undertaken) for manufacturing industry.
Action: The Price Code was revised in August to permit British manufacturing industry to raise funds needed to finance the high level of activity necessary to increase employment and instil confidence to invest in the future. These changes included increasing the rate of investment relief from 20 per cent to 50 per cent giving the industry greater scope to raise profits to generate extra working capital.

Heating, ventilating and air-conditioning equipment industry

Recommendation: The government and public authorities should make information on future public sector demand and on the marketing strategies of the fuel industries readily available to the SWP and to the companies in the industry.
Action: The SWP has been asked to specify the type of information required so that government can consider whether this can be provided.

Recommendation: The government should take steps to encourage increases in capacity by manufacturers of strategic components, in particular electric motors.
Action: Assistance for further investment in the electric motor industry has already been provided under the Accelerated Projects Scheme.

Recommendation: The government should consider providing inducements to industry to invest in stocks of strategic components by modifying the Price Code in order to provide an assurance of improved future profitability. For instance, under the present system it can be seven to eight months before a company can recoup original cost increases, taking account of customer credit periods. An additional aid to improved cash flow would be to base the Price Code on net profit margins, corrected for inflation, rather than allowable cost increases.
Action: The government was not prepared in a period of continuing pay restraint to abandon dual controls on both prices and profits. Nevertheless the amendments to the controls in the new Price Code should give firms substantially more scope to raise funds. This in turn should improve profitability and cash flow. The Price Code does not prevent firms from recouping cost increases and in general they can do so at three-monthly intervals.

Recommendation: Early consideration should be given to the means by which adequate differentials for skilled workers at all levels can be restored.
Action: The government has noted this recommendation which will be taken into account in discussions about pay arrangements for the period after July 1977.

Recommendation: Immediate steps should be taken to encourage exports, in particular by encouraging a more flexible approach by the ECGD in providing guarantees covering longer financing periods and in meeting competitive conditions.
Action: The terms offered by ECGD are already broadly competitive with those offered by foreign credit insurers. A representative of ECGD has offered to meet the SWP to discuss any specific proposals which the industry may wish to make.

Recommendation: The government should conduct more stable economic policies insofar as they effect the construction industry.
Action: The government will take account of this recommendation in the framing of future economic policies.

Recommendation: The government, following full consultation with all interested parties, should devise and implement a medium-term national energy policy.
Action: The government is working towards developing an integrated approach to energy policy in consultation with management and unions in the fuel industries and through wider public discussion and would be glad to consider any specific proposals which the SWP feels should be taken into account.

Scientific and industrial instruments and systems industry

Recommendation: That ECGD criteria be relaxed to provide support for individual items of low value within larger projects, and that ECGD response to requests for support should be more rapid.
Action: Investigation of ECGD terms and procedures did not reveal clear limitations needing government action. Industry representatives are now seeking more detailed information from ECGD users.

Recommendation: That action should be taken to remedy the shortage of medium-term finance for this sector of industry.
Action: Schemes of government assistance to industry currently under consideration should help to alleviate these difficulties.

Recommendation: Inducements such as tax incentives to be provided for British and international contractors who operate world-wide, to encourage retention of their European offices in the UK.
Action: Awaiting specific evidence that any such contractors are considering leaving their established headquarters in the UK.

Recommendation: That a British College of Technology should be set up in the Middle East to provide training in process control and automation techniques.
Action: Various possibilities are under consideration.

Recommendation: That the ratio of commercial to diplomatic posts in UK embassies should be improved in favour of the former.
Action: Our representation overseas is currently being reviewed by the Central Policy Review Staff and their attention has been drawn to the recommendation. Consideration will be given to the need to augment industrial expertise and the effective deployment of commercial officers in deciding future staffing levels.

Recommendation: That British Trade Centres be set up in major world capitals.
Action: Industry representatives will be submitting a recommendation on a country for a pilot scheme.

Recommendation: That more money be allocated to speed up production of domestic and international standards and to reduce the cost to companies that have hitherto been active in this work.
Action: Sir Frederick Warner is carrying out a study of SWP recommendations in the field of engineering standards and specifications with a view to improving export prospects. The above recommendation will be covered in his consideration.

Recommendation: That a more effective policy should be adopted to ensure the maximum British content in public procurement; this should be based on a value-added formula. That public sector procurement should incorporate standards and specifications acceptable in export markets.
Action: New machinery is being set up for examining the very small proportion of government goods and services bought from abroad, to detect instances in which the capability of British industry to meet public needs might be further enhanced.

The extent to which public sector bodies take account of export market potential when drawing up procurement specifications is being studied.

Recommendation: Public sector bodies should be prepared to join supplier export consortia and use their consultancy services to promote overseas sales of their UK suppliers' products.
Action: A number of the public sector organisations already act in this way and consideration is now being given to the possibility of similar action by others.

Synthetic rubber industry

Recommendation: The industry, in co-operation with government where necessary, should start detailed project planning to determine raw material requirements, market opportunities and capital availability.
Action: The government is in touch with industry about their discussions.

Recommendation: The government in co-operation with the petrochemical industry should formulate a UK petrochemical policy which promotes downstream development based on North Sea feedstock rather than exporting feedstock before its conversion to high value added intermediates such as polyisoprene.
Action: In a written answer on 10 November, outlining the government's petrochemical strategy, the Secretary of State for Industry emphasised the importance the government attaches to downstream developments.

Recommendation: On completion of a detailed project study the government should consider discussing with the natural rubber producing countries the implications of commissioning a large polyisoprene plant in the UK in 1980 to produce for the EEC market.
Action: The government will consider this at the appropriate time.

Recommendation: The synthetic rubber industry should discuss with government and potential feedstock suppliers the future availability and price of North Sea gas liquids for polyisoprene manufacture in relation to the likely availability and price of similar gas liquids in other production locations.
Action: Government is in touch with industry about their discussions.

Recommendation: Comecon approached the EEC commission early in 1976 with a series of major proposals for greater co-operation in economic affairs, including various tariff reductions and the removal of bans and restrictions on imports and exports. The government should consider the implications of these initiatives alongside the proposal to manufacture polyisoprene on a large scale in the UK for the EEC market and also in the broader context of the synthetic rubber industry generally.
Action: The government is taking this recommendation into account in considering the Comecon approach.

Recommendation: Nedo should examine the way in which co-ordination between the plastics materials strategy and the synthetic rubber strategy can be organised.
Action: Co-ordination of the organic chemicals, plastics materials and synthetic rubber sector strategies will be undertaken by the Petrochemical Sector Working Party.

Recommendation: The availability of trained production engineers in the sector should be examined by those government and industry agencies responsible for manpower services, training and education. Any necessary corrective measures should be taken.
Action: The government and the Manpower Services Commission (MSC) have published a consultative document 'Training for Vital Skills' which outlines a way in which the difficulty of ensuring an adequate supply of trained labour might be tackled. The retention of skilled engineering craftsmen is one of the matters being studied by the joint Nedo/MSC Working Party, on which both sides of the engineering industry are represented. Lack of take-up of places in scientific and engineering disciplines at the institutions of higher education is a problem which the educational authorities are aware of and they are doing what they can to encourage suitable candidates to take these courses.

Recommendation: The Nedo Process Plant Working Party should examine the ability of the UK process plant industry to supply the requirements of the synthetic rubber strategy.
Action: This recommendation will be carried forward when definite targets for the requirements of the synthetic rubber industry can be put to the working party. The definition of these targets must await the outcome of other recommendations, in particular the possibility of building the polyisoprene plant.

Recommendation: Government policies to deal with inflation should take full acount of the investment requirements of the synthetic rubber strategy.
Action: The weight of the Sector Working Parties' opinions was a factor in the modifications in the Price Code which were introduced on 1 August this year.

Recommendation: The government should ensure that legislative and administrative policies for protecting the environment do not weaken the natural advantage for petrochemical investment which the UK enjoys at present.
Action: Support for this recommendation is witnessed by the government's recent stand in the EEC on emission standards and other environmental legislation.

Plastics materials industry

Recommendation: The government, in co-operation with the petrochemical industry, should formulate a UK petrochemical policy which promotes downstream development based on North Sea feedstock rather than exporting feedstock before its conversion to high value intermediates such as plastics materials.
Action: In his written answer on 10 November outlining the government's petrochemical strategy, the Secretary of State for Industry emphasised the importance attached to downstream developments.

Recommendation: Companies should urgently review their investment programmes with a view to identifying projects needing early approval in order to take maximum advantage of home and export market opportunities.
Action: The Secretary of State for Industry has written to a number of leading companies drawing their attention to this recommendation.

Recommendation: The organic sector strategy should be integrated with the developmental strategy of the plastics materials sector and Nedo should examine the way in which such co-ordination can be organised. An important purpose of the integrated approach would be to bring about an improvement in the international position of the UK plastics materials sector, in particular to aim to achieve 5 per cent of the continental EEC plastics market. A key factor would be to ensure that the necessary action is taken to put this into effect.
Action: The statement to the House on 10 November announced a comprehensive policy covering all aspects of the petrochemical industry. Co-ordination between Sector Working Parties is assured by Nedo.

Recommendation: The forward demand for plastics materials in Western Europe should be better understood and defined. A consultancy should be commissioned to obtain this information.
Action: It is hoped that Nedo will shortly commission a study to report during 1977.

Recommendation: The availability of trained production engineers in the sector should be examined by those government and industry agencies responsible for manpower services, training and education. Any necessary corrective measures should be taken.
Action: The government and the Manpower Services Commission (MSC) have published a consultative document 'Training for Vital Skills' which outlines a way in which the difficulty of ensuring an adequate supply of trained labour might be tackled. The retention of skilled engineering craftsmen is one of the matters being studied by the joint Nedo/MSC Working Party, on which both sides of the engineering industry are represented. Not all the available places in scientific and engineering disciplines at the institutions of higher education have been taken up, and the educational authorities are doing what they can to encourage suitable students to take these courses.

Recommendation: The Nedo Process Plant Working Party should examine the ability of the UK process plant industry to supply the requirements of the plastics materials strategy.
Action: This work will be included in the second stage development of the strategy for this sector once the results of the consultancy mentioned above are known.

Recommendation: Government policies to deal with inflation should take full account of the investment requirements of the plastics materials strategy.
Action: The weight of the Sector Working Parties' opinion was taken into account in modifications in the Price Code which were introduced on 1 August this year.

Recommendation: Government should give due consideration to the ability of the UK environment to absorb pollution and should ensure that legislative and administrative policies for protecting the environment do not weaken the natural advantage for petrochemical investment which the UK enjoys at present.
Action: Support for this recommendation is witnessed by the government's recent stand in the EEC on emission standards and other environmental legislation.

Pumps and valves industry

Recommendation: The government should consider attaching priority, under the Industry Act foundry scheme, to investment for the production of short-run high alloy and complex castings.
Action: A substantial amount of the assistance granted under this scheme has been allocated to projects for the production of such specialist castings.

Recommendation: The Employment Services Agency should consider how its employment transfer scheme and placement services could assist the movement of skilled workers to areas with most vacancies.
Action: The Employment Services Agency is reviewing the whole question of mobility.

Recommendation: The Training Services Agency and the Engineering Industry Training Board should review current training and re-training programmes with reference to potential shortages of skilled engineering manpower.
Action: The Department of Employment is considering the whole question of skilled manpower requirements.

Recommendation: The government should consider allowing a higher proportion than the present 20 per cent of new investment to be recovered through higher prices.
Action: The revised Price Code which came into operation on 1 August provides that the proportion of budgeted capital expenditure which companies may apply as a cash amount to increase their permitted prices and profit margins has been raised from 20 per cent to 50 per cent.

Recommendation: The government should consider easing the pressure on corporate borrowing limits by removing the possibility of future claw-back of stock appreciation relief.
Action: The Chancellor of the Exchequer, in his budget statement, announced that stock appreciation relief would be continued in broadly the same form for a further two years and made clear his intention to introduce a permanent scheme of relief as soon as possible. Thus for the great majority of companies stock relief implied a deferral of tax into the indefinite future. At the same time there has been a great deal of discussion within the accountancy profession on how far deferred tax should be shown in company accounts and the government has contributed to this through its representatives on the Morpeth Committee and the Accounting Standards Committee. As a result the Accounting Standards Committee has now deferred the implementation of the accounting standard, which would have required full deferred tax accounting, pending a thorough review. There is every prospect that the eventual outcome will be satisfactory.

Recommendation: The government should consider recasting the ECGD arrangements for bank guarantees and performance bonds such that no contingent liability remains with the contractor.
Action: The government has rejected this recommendation since it would be inappropriate to provide completely recourse-free cover.

Recommendation: The government should consider reducing the cover qualifying limit under cost escalation insurance from £2 million to £250,000 and for units within a contract from £500,000 to £25,000, and increasing the flexibility of the definition of a unit to cover identifiable sections of a contract.
Action: The government believes that there is no scope for any further improvements in the present scheme.

Recommendation: The government was asked to support discussions with the nationalised industries about rationalising standards and quality assurance procedures.
Action: Sir Frederick Warner has been asked to carry out a study of all Sector Working Parties' recommendations in the field of engineering standards and specifications.

Office machinery industry

Recommendation: Consideration should be given to the employment of consultants (probably with government aid) to examine the scope for joint procurement by the industry and, where buying benefits would result, the feasibility of rationalising and standardising some component requirements.
Action: The government is prepared to sponsor research into the scope for joint procurement and has invited the SWP to suggest areas for further study.

Recommendation: Where the shift from an electro-mechanical to an electronic based industry results in particularly radical re-arrangements of factory operations, the Engineering Industry Training Board and the Manpower Services Commission should consider giving help towards meeting the full costs of providing in-plant training and retraining of semi-skilled and skilled workers.
Action: The SWP is to consider this further to identify the areas where help is needed.

Recommendation: Government should consider the scope for easing the financial position of companies by allowing the writing-off of deferred tax liabilities arising from tax relief on stock appreciation.
Action: The Chancellor of the Exchequer, in his budget statement, announced that stock appreciation relief would be continued in broadly the same form for a further two years and made clear his intention to introduce a permanent scheme of relief as soon as possible. Thus for the great majority of companies stock relief implied a deferral of tax into the indefinite future. At the same time there has now been a great deal of discussion within the accountancy profession on how far deferred tax should be shown in company accounts and the government has contributed to this through its representative on the Morpeth Committee and the Accounting Standards Committee. As a result the Accounting Standards Committee has now deferred the implementation of the accounting standard, which would have required full deferred tax accounting, pending a thorough review. There is every prospect that the eventual outcome will be satisfactory to all concerned.

Recommendation: The Price Code has been held to be a disincentive to invest in this 'high risk' industry because of particularly low profit reference levels, and accordingly should be reviewed.
Action: The new code gives firms substantially more scope to raise the funds needed to finance a higher level of activity, to increase employment and to instil the confidence needed to invest for the future. A number of changes in the code will ease the problems of firms with low profit margin reference levels.

Recommendation: The government in consultation with the industry should consider establishing a more satisfactory statistical information base to identify what types of office machinery are now manufactured in the UK and in what quantities and in which markets they are sold.
Action: The SWP has been invited to suggest specific improvements in the statistical coverage of the industry.

Recommendation: The scope and use of government assistance for new product development should be increased.
Action: Details of the existing facilities for government assistance in this area have been provided to the SWP and suggestions on how these might be modified have been invited.

Recommendation: Selected vital areas of UK electronic infrastructure should be strengthened.
Action: The government is currently considering what action should be taken in this area.

Recommendation: Consideration should be given by the government to the provision of incentives to encourage investment in marketing as well as in the build-up of assets.
Action: The government is considering what support for investment in marketing can be given under the Industry Act 1972.

Recommendation: The government should consider how to mitigate the disincentive effects of higher personal tax levels in the UK which are resulting in the loss of key marketing personnel overseas.
Action: This recommendation has been noted. The point will be taken into account in the framing of future budgetary policy and in discussions about the pay arrangements for the period after July 1977.

Recommendation: The relative benefits of UK export finance systems should be reviewed, with international comparisons where appropriate.
Action: The facilities offered by ECGD are already broadly competitive with those offered by foreign credit insurers. A representative of ECGD has offered to meet the SWP to discuss any specific proposals that the industry may wish to make.

Recommendation: Government purchasing policy should be reviewed with the object of encouraging the strengthening of the UK-owned sectors of the industry and stimulating the development of new products.
Action: Meetings are being arranged with HMSO and other public sector purchasers to explore the scope for improvements in present purchasing policies.

Recommendation: Tariff anomalies which harm UK manufacturers should be alleviated.
Action: The government has obtained a temporary suspension of the import duty under the common customs tariff on some electronic components which are not currently made within the EEC and is seeking to have this suspension extended.

Electrical components industry

Recommendation: Government policy should be to allow a greater degree of stability to the consumer goods sector, by not discriminating against it in future action to regulate the level of consumer demand.
Action: The views of the Sector Working Party will be taken fully into account, but it has to be recognised that the overall macro-economic objectives of the government have to take the ultimate priority.

Recommendation: The present licensing system for colour TV tubes should be continued and used as a monitor of imports and import prices.
Action: This surveillance system remains in force.

Recommendation: The international competitiveness of the electronic components sector should be improved.
Action: DoI is considering, in conjunction with industry, the introduction of a new investment scheme for electronic components under section 8 of the Industry Act whereby selective financial support (covering development through to product launch) can be given to priority product areas. The Sector Working Party is being brought fully into these considerations.

Recommendation: There should be an increasing adoption of the British Standard Specification for electronic components, BS 9000, with the aim of improving the quality of many of the products of this sector.
Action: One aspect of the components scheme which is under consideration would be to provide financial support for components to be approved under BS 9000.

Recommendation: Communication within the electronics industry on the availability of and demand for components should be improved.
Action: The Electronics Component Board is consulting with equipment manufacturers' trade associations on forward demand, identification of potential shortages and possible action.

Man-made fibres industry

Recommendation: EEC discussions with the US about man-made fibre cloth imports and differential feedstock prices in favour of US industry should extend to man-made fibres and yarns.
Action: The Department of Industry is considering the most appropriate means of pursuing this recommendation.

Recommendation: (a) Anti-dumping procedures with regard to imports of fibres from Comecon countries should be speeded up; (b) anti-dumping procedures should be speeded up to the fullest extent possible to ensure the provision by the industry of reasonable prima facie evidence and action by government to impose the appropriate duty on the particular product affected.
Action: The Department of Trade has reviewed its procedures to ensure that within the spirit of the UK legislation and our international obligations cases are handled as quickly as possible. An anti-dumping duty has recently been imposed on imports of polyester tops from Romania. Further action will be considered as individual cases arise.

Recommendation: Pressure should be brought, within EEC rules, on other countries, particularly Italy, to deter the prolonged and extensive subsidisation of non-viable man-made fibre plants and the construction of further surplus capacity in Europe.
Action: The government intends to pursue this in discussions in the EEC.

Recommendation: The government should consider introducing a scheme, similar to those operating in other European countries, for state contributions to employees on short time to help firms to maintain their labour force in downturns.
Action: Discussions are continuing on this recommendation.

Recommendation: Recognising the present wage policy, consideration should be given by the parties to the importance of productivity increases and the problems arising from the inability to make progress in respect of productivity bargains.
Action: This is for review in the next stage of discussion on pay policy.

Recommendation: The government should give serious consideration to the implications of the present price control legislation for the man-made fibre industry.
Action: The new Price Code which came into operation on 1 August incorporated substantial changes designed to permit industry to raise the funds needed to finance a higher level of activity, to increase employment and to instil the confidence needed to invest for the future. In making these changes the government took account of the weight of opinions expressed by the various Sector Working Parties, and considers that the

changes made represent a substantial move towards meeting these views.

Recommendation: Continuing co-operation should be maintained at a high level between fibre producer / textile manufacturer / garment maker / designer/retailer and mail order distributor to establish sufficient mutual confidence and interdependence to maximise the availability and usage from UK sources of attractive and saleable products having the right style and design.
Action: The government will continue to support moves by the industry to implement this recommendation.

Recommendation: There should be close and continuing co-operation between government, management and trade unions on the formulation of the government's policy on the renegotiation of the Multi-Fibre Arrangement.
Action: The government will continue to keep in close touch with the industry.

Computer industry

Recommendation: Short-term action is needed to ensure that UK industry benefits from the increase in demand as the upturn in the economy develops.

Recommendation: The commercial application of defence R and D should be exploited more quickly.
Action: The Working Party is in contact with the Computer, Systems and Electronics Requirements Board, and, through them, with the Ministry of Defence.

Radio, radar and electronic capital goods industry

Recommendation: Shortages of skilled workers such as electronic test technicians should be prevented.
Action: This problem is still under examination by the SWP.

Recommendation: ECGD should extend territorial coverage and raise credit limits for certain countries and extend the list of eligible goods where specifications call for a proportion of foreign equipment in the product.
Action: The country credit limits are constantly under review. ECGD is already prepared to cover substantial amounts of foreign content. There is no restriction in the case of contracts with payment terms not exceeding 180 days credit, but for obvious balance of payments reasons the policy is more restrictive where longer credit is allowed. Even here some foreign content can be included and under reciprocal arrangements with the EEC it can be as high as 30/40 per cent when it comes from another EEC country.

Recommendation: Government should consider the needs of the mobile radio industry for additional frequency allocations.
Action: Additional frequencies are to be bid for at the next World Administrative Radio Conference in 1979. Only by having additional frequencies can mobile radio be extended without sacrificing another service.

Recommendation: Government commitment to a policy of maximising the British content in the purchase of equipment for the public sector is called for. A regular and detailed statement of the oversea purchases by the public sector should be published as a basis for industry to undertake import-saving schemes.
Action: New machinery is being set up to identify what can be done to encourage UK firms to match more closely the capacity of British industry with the requirements of the public sector so as to reduce yet further the already very small proportion of public sector purchasing which comes from abroad.

Recommendation: The SWP should develop proposals as to how a Buy British policy could best be implemented.
Action: This is under consideration by the Sector Working Party.

Textile machinery industry

Recommendation: With regard to tax relief and stock appreciation, deferred tax should be permitted to be written off.
Action: The Chancellor of the Exchequer, in his budget statement, announced that stock appreciation relief would be continued in broadly the same form for a further two years and made clear his intention to introduce a permanent scheme of relief as soon as possible. Thus for the great majority of companies stock relief implied a deferral of tax into the indefinite future. At the same time there has been a great deal of discussion within the accountancy profession on how far deferred tax should be shown in company accounts and the government has contributed to this through its representatives on the Morpeth Committee and the Accounting Standards Committee. As a result the Accounting Standards Committee has now deferred the implementation of the accounting standard, which would have required full deferred tax accounting, pending a thorough review. There is every prospect that the eventual outcome will be satisfactory to all concerned.

Recommendation: Assistance to the industry under section 8 of the Industry Act 1972 should be introduced as quickly as possible.
Action: These new arrangements were announced on 13 August 1976.

Recommendation: A scrutiny should be made of the allocation of public funds to government research bodies and research associations with a view to determining if a higher proportion of these funds could usefully be directed to the assistance of industry.
Action: The Department of Industry has prepared a general paper on this subject which will be discussed at the next meeting of the Sector Working Party.

Recommendation: Some thought should be given by government, management and unions to the idea of an impartial national body which might assist in determining standards of performance to help remove causes of friction on the shop floor and to improve productivity.
Action: The government has noted this recommendation and it will be taken into account in discussions about the pay arrangements for the period after July 1977.

Recommendation: Consideration should be given to extending the Department's Preproduction Order scheme to permit machines to be placed with overseas users.
Action: This matter is at present under consideration. The new arrangements for the textile machinery industry under Section 8 of the Industry Act 1972 include provisions for assistance to projects for the design, development and launching of new textile machinery which goes some way towards meeting this recommendation.

Mechanical handling equipment industry

Recommendation: The SWP urged component suppliers and the industry to study whether their projected capacity is sufficient for both exports and realistic home demand including some displacement of imports. The government was asked to consider the side effects of such factors as the Price Code (eg on the priorities accorded by component manufacturers between home orders at controlled prices and export orders).
Action: Special powers now exist in the Price Code for price increases which are not justifiable under the other provisions of the code but are needed in order to alleviate a shortage or threatened shortage of supplies, or are needed to deal with a significant adverse effect on the balance of payments.

Recommendation: The SWP suggested that heavy crane manufacturers should consult BSC, the major home customer for steelworks cranes, in an effort to smooth its ordering pattern. The government was asked to examine the possibility of making funds available for the pre-production design work – in advance of the placement of home orders.
Action: This is a matter within the BSC competence. Its investment programme is expected to reach a record level of £619 million this year, and the corporation is currently reviewing urgently proposals for major steel investments. The government will take decisions as quickly as possible on these major proposals when they are received.

Recommendation: The SWP suggested that ECGD should consider reducing the entry points in the cost escalation scheme so as to enable medium-sized firms to benefit.
Action: This scheme is currently under review but it is unlikely, for public expenditure reasons, to be available for other than major capital goods.

Recommendation: The SWP asked the government to explore the possibility of minimising the exchange risk taken by exporters bidding on contracts which will be executed two years ahead.
Action: For large overseas projects, new provisions came into effect on 1 October 1976 designed to remove some of the obstacles to contracting in foreign currency. Under these new arrangements ECGD guarantees can be expressed in foreign currencies which, in the event of an insured loss arising, would provide full cover against the effects of exchange rate changes.
Recommendation: As part of the need seen by the SWP for the industry to improve its intake of able people now, government assistance was requested in the form of increased resettlement grants to encourage skilled manpower to move from areas of labour surplus.
Action: More details have been requested of shortages of manpower from the industry. The Manpower Services Commission and the Employment Services Agency are reviewing the whole system of aids to the geographical mobility of labour, including resettlement grants and a report will be made to the commission early next year.

Non-ferrous foundries industry

Recommendations: (a) the government should give urgent consideration to how the Temporary Employment Subsidy might be modified to meet the particular needs of small craft establishments; (b) a Government Scheme of Assistance should be provided for the industry at the earliest possible date, provisions of which should encourage the 'upgrading' of production techniques to the best known standards; (c) State retirement pensions should be made available from age 60 when necessary to encourage early retirement as an alternative to redundancy.
Action: Of these recommendations (c) is a matter for the Secretary of State of Social Services. The other two recommendations are under consideration, in the case of the proposed Scheme of Assistance with the co-operation of the industry through the Sector Working Party.

Machine tools industry

Counter-cyclical measures recommendation: The Machine Tools Economic Development Committee's proposals for an investment reserve scheme, under examination by a working party of the NEDC Committee on Finance for Investment, call for substantial incentives to shift the timing of investment. In addition stockbuilding should be considered in future recessions on the lines of the present facility of the National Enterprise Board.
Action: The report by the working party is under consideration by the departments concerned. The recommendation on stockbuilding has been made known to the National Enterprise Board.
Insurance cover for bid and performance bonds recommendation: Substantial relaxation of existing criteria limiting the support available from ECGD, in particular through the reduction in the minimum contract value to £50,000 or less and through cover to sub-contractors supplying direct exports.
Action: This recommendation was drawn to the attention of ECGD and considered. Relaxations in the criteria for performance bond support were announced on 3 November.
Recommendation: Operation of the scheme should place emphasis on encouraging the development of new and improved machines with high added-value potential; further investment by companies already producing high value-added machine; re-alignment of companies' products towards those with growth potential; the transfer of products or the merging of business between companies where this seemed likely to improve product specialisation without loss of technology or goodwill.
Action: These recommendations have been noted for implementation as opportunity arises.
Recommendation: Engineering companies controlled by the NEB should be encouraged to make known early to the machine tools industry appropriate details of their investment plans, and the same principle should be borne in mind in the operation of planning agreements with engineering companies.
Action: The industry's need for early information on investment plans has been drawn to the attention of the NEB and of other bodies in the public sector concerned with the purchase of machine tools.

Home exhibitions

Shop window for the international boating market

More than 400 international exhibitors will be at Earl's Court, London, in January (6-16) to take part in the 23rd London International Boat Show. The shop window and meeting place for the boating market, the New Year fixture will have a Brighton Marina theme and occupy more than 50,000m². The display of sailing boats, powerboats, inflatable craft, do-it-yourself kits and full range of boating hardware, will include exhibits from abroad alongside those from the British boating world. National Boat Shows Ltd, it is now reported, have contract arrangements to secure the location of the event at Earls Court at least until January 1980. Above is an artist's impression of the central feature.

British textiles win 'substantial orders'

Orders worth several million pounds are reported from the International Domestic and Contract Textiles Exhibition at Birmingham's National Exhibition Centre 31 Octobe-4 November.

More than 17,000 retail and contract buyers visited the show, 20 per cent from 41 overseas countries. Every exhibitor concerned with the export market reported substantial orders from abroad. Sales within the UK were also very high.

John Bangerter, organiser of Dactex, reported that towards the close of the show many exhibitors remarked that they had achieved orders worth more than £250,000 – 'and the figure of £100,000 seemed to be the norm'.

Record displays for toy fairs

Harrogate's International Toy Fair next year (8-13 January) will be the biggest in the event's 28 year history.

The new lower exhibition hall, open for the first time, will add 1,626m² to the exhibition area. There will be selections from every country that has a toy industry.

Later in the month, 22-27 January, more than 400 exhibitors will be at the British Toy and Hobby Fair, at the National Exhibition Centre, Birmingham. Manufacturers and agents from 30 countries will be represented.

The Fair will occupy Halls 3 and 4 at NEC, taking 32,000m² (342,000 sq ft) – a 74 per cent increase on the record set last January.

Business efficiency show at Liverpool

Premier Exhibitions, Cheltenham, the specialist exhibition organisers to the business equipment trade, are to start their 1977 programme at Liverpool.

A three-day, at the Centre Hotel, opens on 22 February and is reported already as 90 per cent sold. The event is primarily aimed at the equipment and services buyer and will feature security systems, general office efficiency aids and communications.

Metric price comparisons

A pocket-sized price comparison card for farmers will be available free at the Metrication Board stand (no. 12) at the Smithfield Show (6 to 10 December). Metric Fatstock Price Comparisons for Farmers' has been produced by the Metrication Board, with the BBC, the Meat and Livestock Commission and the National Farmers' Union.

1,000 exhibitors for Birmingham events

More than 1,000 companies exhibiting at Birmingham's National Exhibition Centre last week (15 to 20 November) brought an estimated £13 million display to the stands.

The Public Works congress and exhibition, opened on Monday, 15 November, by Peter Shore, Secretary of State for the Environment, featured nearly 840 companies concerned with construction equipment and municipal services. The show was 50 per cent bigger than last year and had 29 countries among its exhibitors. A further 115 companies were represented at the Effluent and Water Treatment exhibition and convention; 51 were at the accompanying Environmental Pollution Control exhibition.

Increased overseas interest was reported by the exhibition organisers, Municipal Agency Ltd, and Brintex Exhibitions Ltd. About 15 per cent of the 21,000 visitors in the first two days were from overseas.

Among the early overseas sales announced were an £83,000 order for earth moving equipment from N. Strickland and Co, Pershore, Worcs, to go to Madrid. Water Projects International, a subsidiary of Paterson Candy International, announced a £15.6 million contract for a water works for Turkey.

New products were a prominent feature and included a 15-ton capacity, fully hydraulic rough terrain crane (top, right). From Jones Cranes Ltd, it is said to have a road speed of 50 mph and a cross country performance engineered to a military type specification. Hydrovane Compressors, of Redditch, introduced a range of roadbreakers (far right). A compact fork truck was announced by Tuskan (Guildford).

Jones 15-ton rough terrain crane, said to have a road speed of 50 mph.

The latest Tuskan K60 truck.

New Hydrovane roadbreaker.

Engineering 'shop window' for Coventry

The Engineering Industries Association has chosen Coventry as one of several locations for its 1977 series of trade exhibitions around Britain. The association was founded there during the blitz of 1940.

Some 70 companies will be showing their products at the Coventry Esso Hotel on 22 to 23 March. The display will also include a 24 ft long model of Concorde.

The exhibition is being sponsored nationally by the EIA, with backing from the association's midland region. Philip Mead, one of the association founders will be the principal guest on the opening day. Similar exhibitions will be held by the association in Cheltenham (9 to 10 February), Folkestone (19 to 20 April), Norfolk Royal Agricultural Show (12 to 14 May), Brighton (21 to 22 June).

Long-term bookings into Earls Court

Earls Court and Olympia Ltd, report that preparations are in hand for a move to Earls Court by the organisers of the Daily Mail Ideal Home Exhibition.

Many other long-term plans are also reported in the process of negotiation for Earls Court. Other recent announcements have included a major oil exhibition for October 1978 in conjunction with the American Society of Petroleum Engineers and a Motorfair, in place of the Motor Show, in October 1977.

'It is a long time since Earls Court has been so busy with major current exhibitions and exciting new plans for the future,' according to Christopher Stewart-Snith, chairman of Earls Court and Olympia Ltd. 'Our £1 million modernisation programme is now well underway and London is establishing itself more than ever as the prime international venue for meetings and exhibitions,' he said.

Royal Show bookings

Within two weeks of announcing the dates – 4 to 7 July – for the 1977 Royal Show, 105 companies have provisionally booked space to exhibit for the first time.

Paul Taylor, head of marketing for the Royal Agricultural Society of England reports many requests also from existing exhibitors for larger sites – 'and our selling of entirely new projects such as Vegetable '77 is not even started.'

NCC at Compec

Software was the theme of The National Computing Centre on their stands at Compec '76 this week (23 to 25 November), at the Wembley Conference Centre, Wembley, Middlesex.

The NCC has always been committed to software development and full information on the Software Products scheme, operated by the NCC on behalf of the Department of Industry was available. The scheme provides financial help to software houses to support the production and marketing of suitable packages.

Also on show were: Filetab, the internationally used file maintenance and reporting program, Timetabler, a comprehensive package which enables local authorities to provide efficient and economic time-tabling and Thor-2, a file creation and interactive information retrieval system.

New products

Ride-on, ride-off package for materials handling

From Total Mechanical Handling Ltd, Leeds, come developments to the RCP range of pallet trucks. The third part of the materials handling package introduced by the company in April consists of conversion units for the RCP 45 remote control pallet truck. One set makes the vehicle a ride-on pallet truck, the other a ride-on carrier. The attachments mean added versatility, say the company. The remote control unit can be used in the normal way, in conjunction with a 'parent' fork-lift, to strip or load a container; then converted to a ride-on truck to move palletised or non-palletised loads.

The ride-on pallet truck has a driver platform hitched to the rear of the RCP 45. A platform cage gives waist high protection for the driver. Controls are similar to those of conventional ride-on pallet trucks and plug in to the vehicle's normal control circuits. In the run-about carrier version, a driver platform is mounted over the RCP 45's pallet legs.

A frame mounted to the rear face of the RCP provides a carrier base for lifting and transporting goods.

The Total ride-on carrier adaption of the RCP 45.

Crane installation for North Sea rig

A standard Morris 10 ton Universal, overhead travelling crane has been installed in the main generator room of a new oil rig operating off Norway, for installation and maintenance work. The unit was supplied by Herbert Morris Ltd, Loughborough, for manifold platform MCP 01, being operated by Total Oil Marine Ltd. It is a single girder model, with a 13m span, and an 8m lift.

Construction took place at Swansea Dock. Conversion parts were supplied from the Loughborough factory and installed by the service engineers from the Newport centre of Crane Aid Services Ltd, part of the Herbert Morris Group, in a total of only 10 days. Main contractors for the project were Motherwell Bridge Engineering Ltd, under the supervision of Brown and Root (UK) Ltd, management group for Total.

Eight model range for portable weighbridge

A range of portable road traffic weighbridges being introduced to world markets by George Cohen Machinery Ltd, Wood Lane, London W12, can be installed either temporarily above ground or permanently at ground level.

There are eight models in the range. The smallest machine of 30,000kg capacity is fitted with a platform measuring 6,000mm × 2,750mm, while the largest weighbridge has a capacity of 50,000kg and a platform measuring 18,000mm × 3,000mm. Each machine can be supplied with a self-indicating dial or steelyard indicator, or alternatively with a ticket printing device for accurately recording every weighing sequence.

The range is fully self-contained and capable of being quickly moved from site to site, according to the company. It is said to be suitable for building and civil engineering sites, dockyards, railway yards, factories, warehouses, transport depots, scrap yards, quarries, oil refineries and airports. Used as a temporary installation, no below-ground foundations are required. The only site preparation necessary is a concrete raft on which the machine stands, with concrete ramps at either end, leading to and from the platform. Alternatively, machines can be supplied with steel ramps.

Downflow work station

Microflow Ltd, Fleet, Hants, designers and manufacturers of air filters and contamination control systems have added an exhaust station and a filtered exhaust station to their range of lamina downflow work stations.

They are described as suitable for use in any application requiring isolation of material from the surrounding environment, eg in tissue culture, inoculation, sterile transfer and other aseptic manipulation in medical, pharmaceutical and industrial research establishments.

Compounds for zinc plating and finishing

M. and T. Cruickshanks Ltd, the UK company of the M and T Unisystems Group, have introduced three formulations for zinc plating operations.

A new Zylite LCX Brightener is described as a highly concentrated and economical solution for low-cyanide barrel plating. It is said to be more tolerant to higher temperature operation without greatly increasing brightener consumption.

For maintaining bright zinc solutions the company is now marketing Zylite LC Make-up Salts. The third new process, Unichrome 1060/1061 Black Dip Compounds, is for applying black corrosion-resistant coatings to zinc plated articles and zinc-base diecastings.

High speed concrete production

Winget Ltd, of Rochester, has extended its range of Turbomixers for high-speed production of concrete.

The company has introduced a large Turbomixer, Model 2000P, with an output of 2,000 litres (2m³) per batch. Running at 50 batches per hour, it can produce 800m³ (1,056 cu yard) of intensively mixed concrete per eight-hour shift.

Turbomixer from Winget Ltd.

Also introduced is Model 1000P, an identical machine with half the output while the existing up-graded range comprises machines with 333, 500, 750, and 1,500 litres output per batch.

Winget reports that all Turbomixers now comply fully with the latest UK safety requirements. Notable features are the totally-guarded drive shafts and discharge gates, and facilities for key exchange interlocks.

Dual-purpose safety craft

Cheverton Workboats new 15m (50 ft) port service/fire-fighting vessel complements the range of existing safety craft currently available from the Cowes, Isle of Wight company. The hull of the Cheverton 15m port service/fire-fighting vessel is a one piece moulding of fire-retardant glass-fibre reinforced resin, moulded under Lloyds' Approved conditions and fitted with substantial rubber and hardwood fendering. The deck and superstructure are aluminium alloy.

Special features are high speed and towing capability. The 16 knots top speed ensures rapid arrival at the scene of a fire to tow clear lighters and other threatened craft. When not engaged in fire-fighting or salvage and rescue work the 15m vessel serves as a harbour tug and cargo carrier.

Cheverton Workboats port service vessel

Reclaiming cutting oils

Christy and Norris Ltd report that a total package swarf plant introduced by their Industrial Products Division will reclaim up to 40 gallons of cutting oil from a ton of swarf. It produces a uniform swarf chip 95 per cent oil free, they say.

The plant is the first product to be introduced by the Chelmsford, Essex Division. It includes a feed hopper, transfer and discharge elevators, continuous bowl chip wringer and a full electrical control and monitor system.

Swarf is moved from the feed hopper by a screw feed with automatic reversal capability, the screw feed loading the pulveriser with a continuous and even weight fill of swarf. Swarf chips are then spun through the sizing screens at the base of the pulveriser and lifted into the wringer. The reclaimed oil can be piped from the wringer to whatever storage or recycling system is in operation.

Christy swarf plant.

Operator display unit

An advanced CRT based operator display for use with its Spec 200 electronic process control system has been introduced by the Foxboro company, Redhill.

The new display, called Videospec, provides a compact operator station which connects to new or existing Spec 200 rack-mounted control electronics via the standard Foxboro Interspec analogue/digital communications link. Primary operator interface with the process occurs through a unique variable function keyboard. The unmarked keys are assigned various functions according to labels on the screen above the keyboard. The combination of keyboard and screen allows efficient access to system command, display, monitoring, trending, alarm acknowledgement, and related functions.

New Year line-up

This combination electronic watch and chronograph, with six digits all in-line, is scheduled for production at Hughes Microelectronics' Glenrothes factory in the new

Electronic watch-chronograph.

year. The new module has five timekeeping functions – month, date, hour, minute and second – and the stopwatch provides readout to one hundredth of a second.

A watch-chronograph with the digits arranged in two lines is now in production.

Silencer seamer has fast output

Production rates of up to 450 silencers an hour, depending on size and shape, are claimed for a silencer seaming machine from Moon Bros Ltd, of Birkenhead, Merseyside.

The model has been designed for quick changeover of tooling and is intended for silencers with a diameter or diagonal between 75 and 305mm and up to 1,020mm seam length. Material thicknesses up to 2mm (ends) and 1.5mm (bodies) can be handled.

Technology news

Replacing plaster of paris – new development from Laboratory of Government Chemist

Most people have experienced the discomfort of plaster of paris – its weight makes the limb unwieldy and keeping it out of the water can mean adopting severely contorted positions.

It is now possible that a new substance, first invented for filling cavities in teeth, may prove a more effective alternative.

When Dr Alan Wilson developed 'Aspa' at the Laboratory of the Government Chemist, for use in dentistry, meetings of a group known as the 'Aspa club' took place, to discuss other possible uses for this material. Coming together under the leadership of the late Professor Holliday, visiting professor at Brunel, the group included Dr Wilson, Dr Parker of the industrial chemistry group of the National Research Development Corporation, and Dr Potter of Smith and Nephew.

It became apparent that Aspa had two distinct advantages over plaster of paris; it quickly develops its strength and is water resistant. It is also lightweight and transparent to X-rays.

Aspa consists of a finely-ground glass and an acidic polymer. When mixed with water, the polymer dissolves and leaches calcium and aluminium ions from the glass. These ions cause the polymer to cross-link, bonding the molecules together.

Exchange of ideas in the Aspa Club has now led to further research at Smith and Nephew, backed by NRDC. The result is a cast which weighs only half as much as plaster of paris and which sets in about 10 minutes. It can be removed in the normal way, with a strong pair of scissors. It is now being assessed biologically for safety and Smith and Nephew hope to start clinical trials next year.

Meanwhile other uses are still being forecast for Aspa and it is possible that it may have applications in the building and construction industries.

Experimental fish farm

Lt Cmdr Maurice Ingram inspecting a tank on his experimental fish farm, which makes use of the warm cooling water from Hinkley Point nuclear power station. Used as a coolant for the generator turbines, the water is about 8 to 10 degrees Centigrade warmer than the nearby seawater. The experimental unit, set up with help from the Ministry of Agriculture, Fisheries and Food has been growing shellfish, eels, seed oysters and other sea fish. Techniques include special feeding trays for the elvers, hydraulic water flow principles and growing a particular species of algae. The farm should be fully operational next spring.

Studying the sun's polar regions

British Aircraft Corporation Electronic and Space Systems Group at Bristol have been awarded a further study contract by the European Space Agency for the European/American space mission.

It was originally intended that one of the mission's two satellites would be built in Europe for ESA and the other in the United States for NASA. It is now proposed that both satellites be built in Europe. Under the new contract BAC will study the implications of the proposal and further define the satellites needed.

It is intended to launch the satellites simultaneously from the manned space shuttle in 1982 or 1983 into orbits in the ecliptic plane in which the sun and planets lie. The immensely strong gravitational pull of the planet Jupiter will then be used to accelerate them towards the sun and out of the ecliptic plane so that they will pass over the North and South poles of the sun. This 'out of ecliptic' orbit, which will take over four years to attain, will enable scientists to examine directly the little known polar regions of the sun which are not visible from earth or satellites in earth orbit.

The Jet Propulsion Laboratories, Pasadena, California are conducting parallel studies to those of BAC on behalf of NASA.

Improving the performance of plastics processors

A project aimed at increasing the efficiency of plastics processing companies is to be launched in the south Wales area. The experience gained from the project will be used to help develop a national strategy for improving the general performance and technical competence of the plastics processing industry.

This one-year project is to be funded by the Department of Industry and a project manager, Derek Robbins, has been appointed. He will take up his position on 29 November 1976 and will be based in Cardiff.

During the coming year Mr Robbins will approach plastics processors in south Wales to ask them to co-operate in discussing with him, in strict confidence, their past performance, future plans, technical problems and so on. He will offer immediate help or advice where possible, identify areas in which there might be a case for providing further assistance and suggest additional action that may be desirable, for both the individual company and the industry in the region.

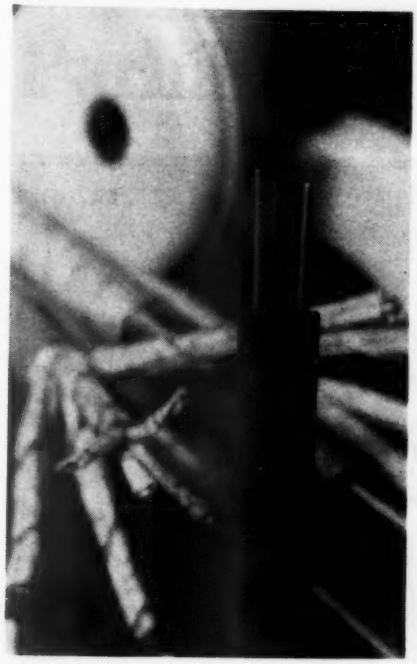
In his discussions Mr Robbins will in particular be examining ways of:

- improving general management and technical skills;
- developing new markets and fully exploiting existing ones;
- raising productivity and profitability;
- improving the use of trained manpower and identifying special educational and training requirements;
- increasing collaboration between processors and the manufacturers of machinery, dies, moulds and other capital equipment;
- improving the image of plastics – to make them more acceptable to the public – and of the plastics processing industry – to make it more attractive as a career.

Follow-up visits will be made to assess the outcome of earlier approaches and to offer further advice, if required.

The project will be supervised by a project management committee under the chairmanship of John Lockwood, director of the Rubber and Plastics Processing Industry Training Board (RPPITB), and will include representatives of the Department of Industry, the Training Services Agency and the British Plastics Federation as well as the RPPITB.

The project manager's report will be submitted to the Department of Industry and circulated to the Plastics Steering Committee which has been reconstituted under the auspices of Nedo to deal with the plastics processing industry. Confidential information obtained from companies will not be disclosed without the prior written agreement of the supplier.



Optical fibres carry signals by lightwave

Two glass cables slightly thicker than a human hair which engineers hope will carry thousands of telephone calls when fully developed, have been supplied to the Post Office for assessment. The optical fibres of high quality glass are arranged between two flanking steel wires in a polyethylene cable. This provides enough strength to allow the cable to be installed by conventional techniques in standard ducts. What flows through these tiny cables is not electric current but light, which can be produced by lasers modulated in accordance with the type of signal being transmitted. The vital factor in the manufacture of the glass cable is the reduction of the light absorbed by the glass to a very low degree, enabling the signal to be strong and interference free.

Helmets to filter out fumes

A new combined respirator and helmet which directs clean, filtered air across the wearer's face has been ordered by the British Steel Corporation. Despite the fact that the helmets cost about £65 each, they are considered worthwhile in terms of health and safety.

Two thousand of the helmets made by Racal-Amplivox, will be provided to workers in the coke ovens who are subject to fumes.

Special stores are now being built at BSC where the helmets will be kept and where necessary servicing – the charging of fan batteries and changing of filters – can be carried out.

The original prototype of the helmet was designed by the Safety in Mines Research Establishment and inquiries about it are now being received from other potential users in this country and overseas.

Waste handling section at next year's mechanical handling show

A special waste handling section is to be mounted as an integral part of Movement '77 – the 16th International Mechanical Handling Exhibition (16 to 21 May 1977). It has been decided to give this activity its own special place within the larger exhibition because of the growing importance now attached to the economic disposal and minimising of waste by many companies and local authorities.

Accordingly, a large outside area at the National Exhibition Centre will be set aside for the exhibition and demonstration of a wide variety of handling equipment. Typical of the units employed for waste disposal and recycling are: compactors; balers; shredders; tankers, containers; skips and skip loaders; water, oil/swarf and solvent reclamation units; and cleaning and energy saving equipment.

A spokesman for the organisers said: 'Giving waste handling its own special platform at the exhibition fits in with our declared aim of showing our international audience that Movement '77 covers every facet of the handling industry including waste. Waste handling and distribution can, in fact, represent 75 per cent of disposal costs and many exhibitors will no doubt by trying to explain how these can be minimised.'

The Waste Handling Section will be sponsored by the bi-monthly magazine *Waste*, which is published within its parent journal *Materials Handling News*.

The overall theme of the exhibition is designed to appeal to managers in every industry involved with any aspect of the handling cycle. Besides the broader coverage of equipment on show – including industrial trucks, cranes and hoists, storage units, pallets and palletising gear, conveyors, loading bay equipment, ancillary products and services – a series of additional attractions will provide back-up information facilities.

The International Mechanical Handling Exhibition is sponsored by the Federation of Associations of Materials Handling Manufacturers and *Materials Handling News*. The exhibition is organised by Industrial and Trade Fairs Ltd.

Growing support for materials handling seminars

'Materials Handling – Taking a Wider View' is the subject of a one-day seminar to be held at the Post House Hotel, Great Bar, Birmingham, on Thursday, 9 December. The event is one of a series being organised by the Department of Industry's Committee for Materials Handling in association with the National Materials Handling Centre and Warren Spring Laboratory.

The event will be supported by the West Midlands Productivity Association. The cost (inclusive fee £15 for the day) includes a copy of the recently-published HMSO book 'Materials Handling Costs – A New Look at Manufacture'.

Industry is showing growing support for the series. The aim is to show how taking a wider view of the management and technology of materials handling can lead to real economic benefits.

Ninety delegates were at a one-day seminar at Wembley on 27 October; 107 were at Liverpool on 17 November.

Similar events are being arranged for Leeds, Edinburgh, Manchester, Portsmouth, London (South) and Newcastle.

For further information contact the Course Administrator, National Materials Handling Centre, Cranfield Institute of Technology, Bedford, MK430 AL tel. Bedford (0234) 750323.

How to recognise a hazard in process plants

The Insurance Technical Bureau was set up four years ago by leading insurance groups to provide advice on the likely bearing of technological development on underwriting risks.

It has now developed a system which should give early warning of potential hazards in process plants, and the bureau is now negotiating with one or two private companies in the hope that the device will be manufactured commercially.

Invented by Dr George Munday, a research scientist with the bureau, a prototype known as the Anticipator was demonstrated last week at Imperial College, London.

The first report of the Health and Safety Commission's advisory committee on major hazards, published last September, pointed out that there are a number of industrial installations in the country that are potentially hazardous.

Recognising hazards

The Anticipator is designed to measure factors such as temperature, pressure, and rate of flow. It's computer operates on the data at the time of measurement, and records only what is relevant to the details it has been instructed to watch. By recognising hazards well below danger level it should allow plenty of time for the problem to be detected and eliminated.

Apart from the prospect of reduced losses, Anticipator is thought to offer possible economies in plant operation, particularly maintenance and inspection, and opportunities to improve productivity and quality control techniques.

With the primary research and development work successfully completed, the Insurance Technical Bureau is now ready to pass over the next stages of development to interested commercial enterprises, and if all goes well the first Anticipator could be commissioned and operating within two years. It is estimated that about £¼ million would be needed for development.

£3m overseas orders for specialist founders

Overseas sales worth nearly £3 million are announced by APV Paramount Ltd, of Crawley, West Sussex, the specialist high alloy foundry in the APV Group.

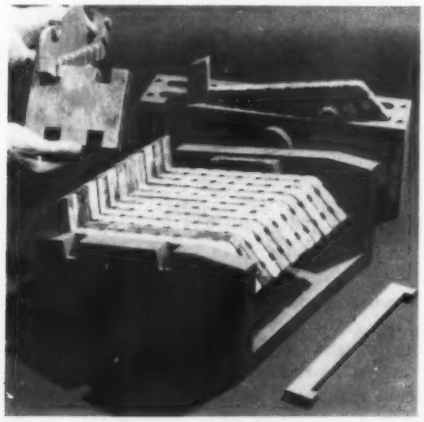
The orders are for the Far East, South America and Europe. For an incineration plant in Hong Kong, being built by Clarke Chapman – John Thompson, there is a £180,000 contract for castings. The two other orders total more than £2½ million. Both will be completed by the northern division of the APV Paramount production unit at Teesside.

More than 800 tube assemblies are on order for gas reformer furnaces forming part of three direct iron ore reduction modules being built for Sidor in Venezuela. The assemblies will be made from centrifugally cast tube in Paralloy nickel chromium steel specially selected for the high temperature and pressure to which the tube will be subjected in the reformer furnace.

The contract is worth more than £1½ million.

The European order is a £1 million repeat. It is for grate bar castings and Teesside is making more than 600 tons of them for an iron ore palletising plant to be built by Lurgi Chemie und Hüttentechnik Gmbh of Frankfurt.

These grate bars are produced in a variant of the 25 per cent chromium, 12 per cent nickel grade of the corrosion-resisting Paralloy range suitable for high temperature conditions met with in the palletising process.



Grate block assembly components for an incineration plant in Hong Kong.

Between them APV Paramount's foundries at Crawley and Teesside form one of the largest units in Europe specialising in stainless and heat resistant alloy steels. In terms of the group, the company is among the largest subsidiaries of APV Holdings – the original company of which was formed in 1910 to exploit the first British patent for welding aluminium. APV Paramount came into being as part of the APV Group 25 years ago. At that time the foundry operations were largely concerned with the provision of corrosion resistant castings for the group, but this aspect of Paramount's operations is now but a small part of a world wide trade.

Industries prominent among the company's markets are oil, petrochemical and chemical, nuclear and conventional power generating, iron and steel, glass, cement and food, together with the wide range of engineering components serving these major industries.

Stainless steel valve bodies and bonnets for a Spanish nuclear power plant.

Steel production overall is about 1,000 tons a month. The Teesside plant produces mainly centrifugal cast high alloy tubing for the petrochemical and petroleum industries. Crawley has had particular success with the production of static high alloy steel castings for process industries as well as the cement textiles, glass and steel industries.

Both plants are well equipped with machines of varying capacities. This allows almost limitless specialisation. The company has no standard product, no in-house proprietary article. Every order is custom built, supplied to the client's specific engineering requirements.

Moulding techniques range from orthodox sand and shell moulding to the Paracast semi-precision moulding process. Plant is also available for centrifugal casting using both vertical and horizontal axis casting techniques.

It is the policy of the company in the interests of quality to supply castings proof-machined where design permits and in addition to extensive pressure testing facilities, APV Paramount has at its disposal the full range of non-destructive testing facilities employed in modern steel castings manufacture. These include ultrasonic and radiographic equipment, magnetic and dye-penetrant surface flaw detection facilities, backed by laboratories providing mechanical testing at sub-zero atmospheric and elevated temperatures, and chemical analysis by both X-ray fluorescence and emission spectrometry.

APV Paramount pursues also an energetic research programme in its own foundries and laboratories in addition to research with the universities in relation to its processes and products.

On the export side, APV Paramount's record dates primarily from the start of 1968. The sights then were set high. Orders emanating directly from companies abroad were to be the only ones to be credited to the export sales side.

Europe brought the first major successes. Additionally there have been orders in the Middle East – for Kuwait, Iran, Qatar – in the States – for New Jersey, Louisiana – and for Spain, Norway, Malta, Brazil, South Africa, Russia, Argentina, Australia, Taiwan, Canada, Indonesia, India and Portugal.

In addition to the direct export orders, which this year will account for almost half the company's products, it is estimated that about 25 per cent of output also goes abroad by way of orders for UK companies that are ultimately destined for overseas.

Company representatives have now visited every continent – about 80 countries and overseas contracts this year are already up on 1975.

Weld fabricated collector manifolds for a reformer plant in Iraq.

Parliament

Monday, 15 November

Increases in government fees etc

Nicholas Ridley (Cirencester and Tewkesbury) asked if all increases in government fees would be referred in future to the Price Commission, irrespective of whether or not the increase is consistent with the general rules on government fees and charges.

Mr Fraser said: 'Many government fees and charges are subject to statutory consultation procedures and to parliamentary scrutiny and it is not appropriate for them to be considered also by the Price Commission since they are set at a level to do no more than cover costs.'

Prices of consumer goods

Neil Marten (Banbury) asked the Secretary of State for Prices and Consumer Protection, what he was doing to keep down the price of consumer goods.

Mr Hattersley replied, 'Within the severe constraints imposed by the PSBR the need to safeguard jobs and to promote investment and the pressure of increasing import costs consumer prices are being contained when that is possible. The Price Commission saved consumers £138 million as a result of modifications, rejections and withdrawals of proposed price increases during the period 1 June to 31 August 1976.'

Price Code and the Price Commission

Clement Freud (Isle of Ely) asked about proposals for a new Price Code to operate after July 1977.

'I am at present considering the form which prices policy might take in the longer term,' said Mr Hattersley. 'The possibilities are not confined to the introduction of a new Price Code. I intend to discuss future policy fully with interested parties before taking any final decisions.'

Tim Sainsbury (Hove) asked for a statement on the recent report of the Price Commission.

'I assume that the question refers to the Price Commission's quarterly report for June-August published on 26 October,' said Mr Hattersley. 'The commission reported that the rate of inflation was unlikely to fall from the present level for some months. It noted both favourable and unfavourable factors and referred to the beneficial effect of wage restraint in moderating the rate of price increases.'

Questions about the number of orders made by the Price Commission were asked by Giles Shaw (Pudsey) and Neil Macfarlane (Sutton and Cheam).

Mr Maclennan said, 'The commission have issued nine notices under section 6 of the Counter-Inflation Act requiring firms to restrict prices or charges in order to conform with the Price Code. In the 12 month period up to last August the commission also secured some 3,000 price reductions worth about £80 million and over 1,000 price increase notifications were rejected, modified or withdrawn.'

Ministers at the Department of Industry

Secretary of State for Industry: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Leslie Huckfield
Robert Cryer

Ministers at the Department of Trade

Secretary of State for Trade: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Ministers at the Department of Prices and Consumer Protection

Secretary of State for Prices and Consumer Protection: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Retail price index

Geoffrey Dodsworth (South West Hertfordshire) asked for estimates of the cost of the additional subsidies required to maintain the retail price index at its present level in the event of the devaluation of the Green Pound to the level of the £ sterling.

'Depending on a number of complex factors, the Green Pound arrangements might represent a saving of as much as £1½ billion on retail prices, equivalent to about 10 per cent on the retail food index', said Mr Hattersley. 'The government has made it clear that there is no immediate prospect of a devaluation of the Green Pound.'

Questions about the value of the pound and the price of food were put by Robert Adley (Christchurch and Lymington) and Tony Newton (Braintree).

Mr Hattersley said: 'A fall in the value of sterling of 10 per cent is estimated to cause an increase in the retail price index of very roughly 2½ per cent in the following year. The effect on food prices alone is complicated by the green currency arrangements which help to shield the UK consumer from the full effects for many major foodstuffs. Assuming that the value of the Green Pound is not changed, the effect on food prices is less than on prices in general. It is not possible to distinguish the effects of the decline in the exchange rate from the numerous other interacting factors over a period stretching as far back as February 1974.'

Questions about the rate of increase in prices were asked by Tim Rathbone (Lewes), Ian Gow (Eastbourne) and Cyril D. Townsend (Bexley, Bexleyheath).

'The annual increase in the retail price index was 14.7 per cent to October 1976,' said Mr Hattersley. 'The increase since February 1974 was 60.8 per cent.'

UK and other prices

Michael Neubert (Havering, Romford) asked: 'By how much prices have increased in the United Kingdom since February 1974; and by how much they have increased since that date in Germany, France, the USA, and Japan?'

Mr Maclennan said, 'The percentage increases in consumer prices in the period from February 1974 to August 1976, the latest month for which all the data are available were 55.9 per cent in the United Kingdom, 13.3 per cent in West Germany, 30.4 per cent in France, 21.4 per cent in the United States of America and 28.7 per cent in Japan.'

David Price (Eastleigh) asked by how much prices have increased in the UK since February 1974; and what have been the average rates of increase in OECD countries since that date.

Mr Maclennan said, 'By August 1976, the latest month for which comparable data are available, prices had risen by 55.9 per cent in the UK and by an average of 27.8 per cent in OECD countries.'

Food prices

Jim Lester (Beeston) asked: 'What was the weekly amount spent on food by the low income family in February 1974; and what it is now?'

Mr Maclennan answered, 'As the National Food Survey shows households with an income of less than £23 per week spent, on

average, £2.87 per person per week on food during the first quarter of 1974. In the second quarter of 1976, households with an income of less than £33 per week spent, on average, £4.46 per person per week on food. In both periods, these families spent about a third of their money on food in the home.'

Wholesale prices

Tim Renton (Mid-Sussex) asked for the most recent figure for the year-on-year increase of wholesale prices.

Mr Hattersley said that the Wholesale Price Index for the home sales of all manufactured products rose 16¼ per cent on provisional figures in the 12 months to October 1976.

Butter subsidy

Lewis Carter-Jones (Eccles) asked whether the health argument associated with polyunsaturated fats and margarine was among the criteria taken into account in altering the rate of the butter subsidy.

Mr Maclennan said, 'Both the recent report of the Joint Working Party of the Royal College of Physicians and the British Cardiac Society, and the earlier report of the Chief Medical Officer's Committee on Medical Aspects of Food Policy recommended that the intake of dietary fats should be reduced. This is one of several factors taken into account when the butter subsidy is reviewed. As my rt hon friend the Secretary of State for Social Services has made clear, the Chief Medical Officer's Committee does not consider that there is conclusive evidence that replacement of saturated by polyunsaturated fat in the diet would necessarily reduce the incidence of coronary heart disease in the United Kingdom.'

Import of shirts from India

Questions on the importation of woven shirts from India outside the multifibre agreement quota restraints were put by Nicholas Winterton (Macclesfield).

Mr Meacher said: 'At the request of the Department of Industry, the Shirt Collar and Tie Manufacturers' Federation submitted evidence in May which showed that in some cases machines had been used in the production of woven shirts from India which were certified as handloom products and were therefore imported without restriction. We immediately raised this problem in EEC discussions about the operation of the EEC/India textile agreement. Consultations took place in August and September between the European Commission and the Indian authorities with a view to obtaining quantitative assurances over the future level of trade in these products and further assurances that the methods of production stipulated in the EEC/India agreement would be strictly applied. These consultations are continuing. In addition, my rt hon friend the Secretary of State saw the Indian High Commissioner in London on 16 September to stress the government's concern about the sharp increase in imports of handloom shirts and about the production methods used. In the absence of an early agreement, we are urgently considering the use of other measures as may be necessary to ensure adherence to the agreement on handloom products.'

Imports of cars

Roy Hughes (Newport) asked for the total number of cars imported into the UK in 1976 with the percentages from Western Germany, France, Italy, Japan, Holland, the German Democratic Republic, the Union Soviet Socialist Republic and Czechoslovakia, respectively; how many vehicles were involved from each country; and what was the cost of their purchase.

Mr Meacher gave the following information for the nine months ending September 1976:

	Percentage of total number of cars imported	Number	Value £ million cif
Federal Republic of Germany	19.2	75,252	162.4
France	24.8	97,121	149.7
Italy	10.2	39,874	53.0
Japan	27.7	108,559	129.8
Netherlands	1.5	5,945	8.0
German Democratic Republic	—	—	—
Soviet Union	1.4	5,653	3.8
Czechoslovakia	1.7	6,758	4.6

Special steels

John Osborn (Sheffield, Hallam) referred to the imposition of severe quota restrictions on the import of steel by the USA from the United Kingdom and asked what initiative had been taken by the Secretary of State for Trade on his own or in co-operation with a delegation from the EEC to liberalise trade, bearing in mind the need to increase British exports to hard currency areas.

Mr Meacher said, 'HMG and the community take every opportunity to seek the withdrawal by the US administration of the US quotas on special steels. Our rights under article XIX of the Gatt have been fully reserved.'

Bullock Committee on Industrial Participation

Philip Holland (Carlton) asked when the Bullock Committee on Industrial Participation was expected to complete its deliberations; and whether the report would be available for discussion and consultation both inside and outside Parliament before the government reaches any final conclusions about it.

'I expect the committee to present its report by the end of the year', said Mr Clinton Davis. 'It is our intention that there should be adequate consultation and discussion before legislation is introduced in parliament.'

Trade with Venezuela

Joseph Dean (Leeds West) asked: 'What measures are being taken to secure a bigger percentage share for the UK of the export market opportunities, which now present themselves in South America, particularly in Venezuela?'

'My department actively promotes trade with promising markets of South America,' said Mr Meacher. 'In particular, trade matters will be prominent in our discussions with the President of Venezuela next week; and the British Overseas Trade Board is sponsoring a British Industrial Exhibition in Caracas next month.'

Imports of wines

Mr Winterton wanted to know the total amounts of imports of table wines during 1975 from France, Germany, Italy and Spain.

Mr Meacher explained that table wine is not specifically defined in the overseas trade statistics but gave imports of some relevant types of wine in 1975 as follows:

Thousand gallons

	Sparkling and semi-sparkling wines	Light wines (of an actual alcoholic strength between 8.5° and 15°)
France	1,327	11,811
West Germany	123	4,239
Italy	942	5,527
Spain	83	5,873

Tourism

Lewis Carter-Jones (Eccles) asked what encouragement is being given to promote short-stay tourism, namely three to seven days by visitors from countries over 500 miles away.

Mr Meacher said, 'I am aware of and welcome the growth in short visits by overseas tourists which is being fostered by the National Tourism Boards and the BTA which are grant aided and the various sectors of the tourist industry. I trust that the opportunity offered by their high expenditure on clothing and other textiles is being fully catered for by competitive marketing of British products to retail outlets.'

Airport strategy

John Biggs-Davison (Epping Forest) asked the Secretary of State for Trade, what stage has been reached in his consultations with local authorities and others on his review of major airports.

Mr Clinton Davis said, 'Consultations on the document Airport Strategy for Great Britain Parts 1 and 2 are still in progress. Many of the local authorities and other organisations concerned have submitted their views and I hope that the remainder will do so by the end of the year.'

Aircraft accident in the Falkland Islands

Mr Carter-Jones inquired about the cause of accidents to aircraft on the Falkland Islands.

Mr Clinton Davis said, 'On 14 October 1976 a DHC Beaver aircraft crashed in the Falkland Islands and the pilot lost his life but the single passenger, a medical officer, was subsequently rescued.

'At the request of the Governor of the Falkland Islands the Chief Inspector of Accidents sent an investigating team, which included a medical officer from the Civil Aviation Authority, to conduct an investigation into the accident but the inspector in charge has not yet returned to this country. The investigation is being conducted in accordance with the appropriate Colonial Air Navigation Order and the inspector will make his report to the governor who will decide whether the report is to be published. It would be inappropriate for me to anticipate the inspector's findings or to comment on this accident at this time.

'There has been no formal investigation into another accident which occurred about two months previously when the float plane involved capsized at its moorings. No injuries resulted from this accident.'

Nuclear Installations Inspectorate

Mr Dodsworth asked the Secretary of State for Energy to define the powers and duties and terms of reference of the Nuclear Installations Inspectorate.

Anthony Wedgwood Benn, Secretary of State for Energy, said, 'The Nuclear Installations Inspectorate is part of the Health and Safety Executive whose functions are derived from the Health and Safety at Work etc Act 1974. Inspectors are appointed by the Health and Safety Executive to carry into effect the relevant statutory provisions within its field of responsibility and have powers which are specified in the act. The Nuclear Installations Inspectorate is mainly concerned with the execution and enforcement of the relevant statutory provisions which govern the licensing and inspection of nuclear installations.'

Tidal power

Jo Grimond (Orkney and Zetland) asked what progress is being made with the experiments on the generation of energy by the tides.

Alex Eadie, Parliamentary Under-Secretary of State for Energy, said 'Two studies on tidal power have been commissioned by the department. The first is an assessment of the effects of a barrage on the tidal regime in and around the Severn Estuary and the second is an examination of the problems of making a closure. Both studies are now well advanced and my right hon friend expects to receive reports in the near future and to publish them.'

Tuesday, 16 November

Business Monitors

Cranley Onslow (Woking) asked 'What were the total costs of publication of the Business Monitor series in each of the past three years; and what were the total receipts from sales in the same periods?'

Mr Huckfield gave the following information on the Business Monitor series, other than reports on the censuses of production and distribution:

	Total publication costs* (£)	Gross receipts from sales (£)
1974/75	23,606	15,700
1975/76	31,613	51,276
1976/77 (estimated)	43,098	68,368

* Including the cost of copies supplied for official use.

Industrial growth rates

Questions about the annual growth rate for output of a number of industries were asked by David Price (Eastleigh).

Mr Huckfield gave the percentage changes for the years 1971-1975 in the volume of output of the sectors of British industry named in the following table:

PERCENTAGE CHANGES ON YEAR EARLIER IN THE INDEX OF INDUSTRIAL PRODUCTION

	1971	1972	1973	1974	1975
Chemicals	+2.1	+5.9	+12.1	+5.4	−9.3
Ferrous metals	−10.2	−0.4	+8.8	−9.9	−15.4
Non-ferrous metals	−4.2	+1.6	+11.5	−4.0	−11.5
Mechanical engineering	+0.2	−5.2	+8.8	0	−1.3
Instrument engineering	+0.8	−7.7	+9.4	+3.1	−3.9
Electrical engineering	+1.7	+8.4	+13.6	−3.7	−6.1
Motor vehicles	+0.5	+1.7	+2.3	−8.7	−8.1
Textiles	+0.7	+2.3	+5.4	−8.7	−5.3
Clothing	+4.3	+4.8	+6.9	+2.4	+0.4
Pottery and glass	+9.8	+5.0	+12.3	−0.1	−6.6
Paper, printing and publishing	−2.7	+5.4	+9.3	−2.9	−12.1
Tobacco	−4.3	+7.0	+5.3	−0.9	−2.8

Forecasts for the growth of these industries for the years 1976 to 1979 are not available.

National Enterprise Board

Colin Shepherd (Hereford) asked for the full list of directors of the National Enterprise Board, their individual remuneration from the NEB, and which hold another paid office or employment.

Mr Huckfield told him 'The NEB's members are the chairman (and chief executive) Lord Ryder of Eaton Hastings (£31,850 pa), the deputy chairman, Mr L. F. Murphy (£26,000 pa), and (at £1,000 pa) Mr D. Basnett, Mr J. L. Dickinson, Mr W. B. McK. Duncan, Mr M. O. Edwardes, Mr J. Gardiner, Mr J. Lyons, Mrs C. M. Miles and Mr C. H. Urwin. All have other paid offices or employments. A number of the NEB's senior staff are designated directors; their pay is a matter for the NEB.'

Mineral exploration

Mr T. H. H. Skeet (Bedford) asked what contributions or grants have been made by the government under section 1 of the Mineral Exploration and Investment Grant Act 1972 in respect of mineral exploration and in respect of what minerals and their general location.

Mr Williams answered that to date grant totalling £721,532 had been paid in respect of the ores of non-ferrous metals, fluorspar and barium minerals in the following areas:

Scotland	£209,699
Wales	£204,404
SW England	£47,668
NE England and Pennines	£259,761

Turnkey projects

Neville Trotter (Tynemouth) asked if the Secretary of State for Trade was satisfied that there is an adequate United Kingdom organisation to bring together in a turnkey project all the technical and manufacturing expertise necessary to carry out complete power station projects.

Mr Meacher said 'The question of an adequate organisation to carry out complete turnkey power station projects is one of the matters covered by the study which is being undertaken by the Central Policy Review Staff on the future of the UK power plant manufacturing industry. Their report will include recommendations on the subject. It would be premature to make a statement until ministers have considered the report and decisions have been taken on it.'

Airworthiness certificates

Lewis Carter-Jones (Eccles) asked if the Secretary of State for Trade would have consultations with the Civil Aviation Authority to ensure that airworthiness certificates on aircraft such as the DC10 are issued only after careful investigation.

Mr Clinton Davis said, 'Matters concerning the safety, including the airworthiness, of United Kingdom registered civil aircraft, are the responsibility of the Civil Aviation Authority, whose chairman has confirmed that, prior to the issue of a UK Certificate of Airworthiness to an aircraft such as the DC10, a critical safety analysis is conducted by a team of the authority's airworthiness experts. He has also assured the government that the authority is taking all possible action to encourage worldwide co-operation in the exchange of airworthiness information necessary for the prevention of accidents.'

Company investigations

Richard Wainwright (Colne Valley) asked for figures showing the total number of applications for company investigations received by the Department of Trade in each of the last 10 years; and how many investigations were actually carried out.

Mr Clinton Davis gave the following table.

	Applications received	Appointments under 1948 Act	Authorisations under 1967 Act
1967	240	18	27
1968	338	16	47
1969	390	26	62
1970	400	15	61
1971	432	24	103
1972	403	6	109
1973	408	11	82
1974	438	28	130
1975	456	27	150
1976*	358	16	106

* To 30 October.

Metrication

'What is the estimated cost of the changeover to metrication in the years 1975, 1976, 1977 and 1978, respectively?' asked Geoffrey Johnson Smith (East Grinstead).

Mr Fraser said, 'In none of the countries which have changed over to metric has it been possible to estimate the costs of metrication. The same is true for this country. In many sectors the cost of conversion is already over and the costs in the remaining sectors can be minimised if the changeover is properly co-ordinated. The need for co-ordination is one of the main reasons why the Weights and Measures &c (no. 2) Bill was introduced and, given the powers contained in the bill, the government will be able, after consulting the interests concerned, to ensure the orderly completion of the metric changeover.'

Tea

Frank Hooley (Sheffield, Heeley) asked for figures showing the profits and investment made by the British tea producing companies during the period 1970 to 1975 in India, Kenya, Tanzania, Malawi, Uganda, Mozambique, Bangladesh, Indonesia and Argentina.

Mr Meacher said, 'Figures of net attributable profits from, and net direct investment in, British tea-producing companies overseas are not separately distinguished but are included in the statistics published annually in the Business Monitor M4, Overseas Transactions for overseas affiliates engaged in "Agriculture, forestry and fishing". The figures for this group for the years 1970 to 1974 are given below, but, in order to avoid disclosure of confidential information, they are given only for India and for the total of the other countries specified. Figures for 1975 will not become available until next year.'

UK COMPANIES' OVERSEAS AFFILIATES ENGAGED IN AGRICULTURE, FORESTRY AND FISHING

£ million

	1970	1971	1972	1973	1974
India					
Net attributable profits	3.5	2.1	1.2	2.8	7.4
Net direct investment	0.4	1.3	−3.8	−1.1	2.7
Kenya, Tanzania, Malawi, Uganda, Mozambique, Bangladesh, Indonesia and Argentina					
Net attributable profits	4.0	3.9	5.4	9.0	12.6
Net direct investment	1.2	0.9	4.1	4.8	4.2

Wednesday, 17 November

British Steel Corporation

Mr J. S. Crowther (Rotherham) wanted to know the anticipated total of capital investment by the British Steel Corporation in the current financial year and in each of the next four financial years.

'The capital development programme for the year 1976-1977 is estimated at the record level of £619 million,' said Mr Huckfield. 'As regards investment expenditure in subsequent years, estimates at 1975 Survey prices, were published in the white paper "Public Expenditure to 1979/80" (Cmnd. 6393). Comparable information will be included in the next white paper on public expenditure.'

Gross profit margins

Eric Ogden (Liverpool, West Derby) asked several questions on the average 'mark up' or gross profit margin for: producers, wholesalers and retailers of a number of foods and non-food goods.

Mr. Maclennan said, 'No comprehensive information is available on the mark-ups applied to individual goods, but the Price Commission collects information on net profit margins and gross margins obtained by enterprises. In the latest period (1 June to 31 August 1976) the figures for the largest enterprises were:

Per cent

	Food and drink	Other
Retailers' gross margins	19	33.1
Retailers' net margins	2.3	7.2
Wholesalers' gross margins	10.8	19.8
Wholesalers' net margins	1.2	3.6
Manufacturers' net margins	5.7	5.5

'In previous years there has been no indication of any increase in gross margins during the Christmas quarter.

'However the Price Commission has collected figures from time to time, in the course of their work on special references, on average distribution margins for selected individual goods, including the following items which form the subject of these questions:

Goods	Gross retail margin	Gross wholesale margin	Period	Comments
FOOD				
Red meat	19.2-21.6%	5.25-6.92%	1971/74	Average margins of independent butchers
Frozen chickens	17.9-18.5%	8.7- 9.1%	1971/74	
Frozen turkey	17.1-18.3%	8.2- 8.7%	1971/74	
Apples	24-35%	n.a.	1972/74	Cover multiple grocers and greengrocers and independent greengrocers
Carrots	24-44%	n.a.		
Onions	26-39%	n.a.	1972/74	
Potatoes	32-36%		30/8/76-15/10/76	Combined average for wholesale and retail
Chocolate biscuits	18.7-23.7%		1972/75	
Bananas	2.9p-3.25p lb	2.7p-2.75p lb	1973/74	
NON-FOOD				
Women's jumpers and cardigans	30.5-32.9%		1972/75	Combined average for wholesale and retail
Small electric appliances	15.6-40.2%	11.9-16.0%	1973/75	Covers regional and national wholesalers and mailorder, Electricity Board, multiple, independent department store, Co-operative and discount retailers
Large electric appliances	14.4-36.5%	11.1-12.1%	1973/75	
Electronic equipment	16.2-38.7%	12.9-13.4%	1973/75	

'For both manufacturers and distributors, average net profit margins have now recovered somewhat from the levels recorded last year, but are still well below the levels prevailing in the period before price controls were introduced in 1973.'

Bread prices

George Rodgers (Chorley) asked if the Secretary of State for Prices and Consumer Protection would introduce more effective control over the price of bread.

Mr Hattersley's reply is on page 576.

Invoicing in foreign currency

Cyril D. Townsend (Bexley, Bexleyheath) wanted to know government policy toward the practice of exporters invoicing in foreign currency; and what estimate had been made of the effect of the depreciation of sterling on the volume of exports if this practice were universally followed.

Mr Meacher replied, 'Exporters will often find it is to their commercial advantage to invoice in foreign currency (covering themselves on the forward market as required). This is, however, something which needs to be considered on a case by case basis. To the extent that increased resource to foreign currency invoicing reflects sound commercial judgements, I would expect the effect on the volume (as well as the value) of UK exports to be favourable.'

Cable and Wireless

Ian Gow (Eastbourne) asked whether a member of the public is permitted to attend general meetings of Cable and Wireless Ltd; who represented the shareholders at the annual general meeting in October 1976; and who represented the shareholders at each of the last five annual general meetings.

'No one, other than a shareholder or director of the company, has a statutory right to attend its annual general meetings,' said Mr Kaufman. 'Five officials of Department of Industry and the Treasury hold individual shareholdings of one share each as nominees of the government, and it is customary for them, or a quorum of them, to attend the anuual general meeting.'

Turbine generator consortia

Mr Skeet (Bedford) asked: 'Whether the NEB has entered consortia in the turbine generator fields to promote the export of British plant and equipment; and in what area specifically it has confined its attention in recent months?'

Mr Kaufman replied, 'Earlier this year the NEB joined a partnership to tender for the construction of a power station in Dubai. But the NEB at no time has confined its attention to a single area and is willing to consider any suitable proposals.'

Imports of meat from EEC

Robert Woof (Blaydon) asked what was the weekly value of the total imports of stocks of beef, veal, mutton, lamb, pork, bacon and ham, from countries of the EEC.

Mr Meacher said that the overseas trade statistics are not compiled weekly. He gave the available information on imports for the first nine months of this year:

£'000

	Total value	Weekly average value (2)
Beef and veal (1)	79,406	2,036
Mutton	88	2
Lamb	278	7
Pork	5,819	149
Bacon, ham and other treated pig meat (1)	155,763	3,994

(1) More detailed figures are not available.
(2) ie total value divided by 39.

Mr Woof also asked what quantities of bone-in and bone-out beef have been exported to and imported from other countries of the EEC since January 1975 to the latest available date.

Mr Meacher gave the following information for the period January 1975 to September 1976:

Thousand tons

	Imports	Exports
Bone-in beef	149.9	164.6
Bone-out beef	110.0	74.4

Survey of fishing vessels

Tim Rathbone (Lewes) asked for details of the five examples where area or type of operation, or other local conditions have been considered in applying in a flexible way the survey requirements for inshore fishing vessels under S.I., 1975, No. 330.

Mr Clinton Davis said, 'The following are five examples of rule requirements under S.I., 1975, No. 330 in respect of which applications for exemptions by the owners of inshore fishing vessels in various ports in the United Kingdom have been favourably considered:

1 to carry lifelines and safety belts, in vessels operating as day boats in sheltered waters;
2 to provide a second means of escape from below deck accommodation, in vessels operating as day boats where no person sleeps below deck;
3 to carry the full range of publications, directions and information, in vessels operating in restricted areas near their home ports;
4 to establish stability by an inclining test, for vessels engaged in boom fishing in

shetered waters using light gear; and

5 to provide a minimum bulwark height, in vessels where this would interfere with normal fishing operations'.

Mr Rathbone also asked where the rules for flexibility in applying surveys under S.I., 1975, No. 330 to inshore fishing vessels are laid down; and whose responsibility it is to choose the special cases and apply the rules flexibly to them. and for an elucidation of the meaning of the last sentence of his answer on 29 October, (Trade and Industry, *5 November, page 361*) *concerning the surveys required under S.I., 1975, No. 330.*

Mr Clinton Davis said, 'Guidance on the application of the Fishing Vessels (Safety Provisions) Rules 1975 is given in the Department of Trade publication "Survey of Fishing Vessels: Instructions for the guidance of Surveyors". Surveyors of fishing vessels consider the application of the rules case by case but, in order to secure consistency of treatment, final approval of all applications for exemptions is reserved to surveyors at Department of Trade Headquarters.'

Thursday, 18 November

Waste reclamation

Andrew Bennett (Stockport North) asked what steps have been taken since September 1974 and the publication on 'War on Waste', Command Paper no 5727, to implement that report.

Mr Cryer replied: 'The government has set up the Waste Management Advisory Council to review the development of waste management in the United Kingdom and to make recommendations aimed at increasing the recycling of waste materials. Their first report was published in January 1976. Dr Robert Berry was appointed director of the National Anti-Waste Programme in the same month to carry forward the work of the council. I expect the council at their next meeting to suggest areas in which priority action might achieve gross resource and import savings and to recommend ways in which the general public can assist in the war on waste.'

'What steps have been taken to stabilise markets for recycled materials?' asked Mr Bennett.

Mr Cryer said: 'In June the government introduced a £23 million scheme to assist the paper and board industry to increase its use of waste paper and other indigenous fibres. The aim is to bring about a substantial increase in waste paper usage, and hence a more assured demand for waste paper in the future. The Waste Management Advisory Council will continue to consider whether action is needed with respect to other commodities.'

Mr Cryer also said, in reply to questions from Mr Bennett on publicity for the need to reclaim waste: '£62,000 has been sponsored through the Central Office of Information on waste recovery for my department's Warren Spring Laboratory. Additionally, publicity has been arranged in *Trade and Industry* and in other ways. Guidance on waste collection is currently being prepared for voluntary organisations. A wider publicity programme is being developed.'

'How much money has the government spent during the last five and the last two years on research into waste reclamation?' asked Mr Bennett.

'My department, through its requirements boards, has spent £660,000 and £486,000 during the last five and two financial years respectively on specific waste reclamation and recovery projects,' said Mr Cryer.

Tam Dalyell (West Lothian) asked for a breakdown of the use of the £23 million scheme of financial assistance to the paper industry, announced on 15 June 1975.

Mr Cryer said: '£20 million is provided for assistance towards the cost of new plant, equipment and buildings, and £3 million to expand recycling technology. To date, one offer of assistance has been made, on a project involving new plant and equipment totalling £700,000. Further offers are expected to be made shortly.'

Textile imports

Mr Winterton asked if the Secretary of State for Trade would offset the excess of shirts of synthetic textile fibres imported from the People's Republic of China over and above the quota for 1976 against whatever will be the arrangement for 1977.

'Yes,' said Mr Meacher.

Mr Winterton also asked how many shirts of synthetic fibres were imported from the People's Republic of China in September and what was the total number of such shirts imported from China in the first nine months of 1976.

'351,000 in September and 890,000 in the first nine months of this year,' said Mr Meacher.

'What is the quota for shirts of synthetic textile fibres from the People's Republic of China for the period 1 January to 31 December 1976?' asked Mr Winterton.

Mr Meacher said that the quota for 1976 was 450,000 shirts.

Mr Winterton asked for information on the import duties levied on: cotton yarn, woven cotton cloth and shirts by Argentina, Brazil, Colombia, Egypt, Ghana, Korea, Malaysia, Mexico, Pakistan, Philippines, Spain, Sudan, Taiwan and Thailand.

Mr Meacher gave the import duties chargeable as follows:

	CCCN* (formerly BTN) no:		
	55.05 (cotton yarns)	55.09 (cotton fabrics)	61.03 (cotton shirts)
Argentina	80% (on cif)	100% (on cif)	200% (on cif)
Brazil	115% (on cif)	205% (on cif)	205% (on cif)
Colombia	55% (on cif)	55% (on cif)	95% (on cif)
Egypt	40%-50% (on cif) (imports only by government departments)	75%-100% (on cif)	120% (on cif)
NB: wef 3/5/76 import duties on all goods imported into Egypt will be calculated on the *incentive* rather than the official rate of exchange. The effect is to increase the amount of duty payable by approximately 60 per cent in Egyptian currency.			
Ghana	50% (on cif)	50% (on cif)	50% (on cif)
Imports of 55.05, 55.09 and shirts in 61.03 are banned.			
South Korea	40% (on cif)	60% (on cif) (prohibited imports)	60% (on cif) (prohibited imports)
Malaysia	Unbleached, not mercerised – nil. Other – $M2.50 per lb on gross weight	a Printed Batek – 50% (on cif) or $M1.00 per sq yd whichever is higher; b Cotton duck – 35% or 25 cents per sq yd, whichever is higher; c Other cotton fabrics – 25% or 10-20 cents per sq yd whichever is higher	35% (on cif) or $M30.00 per dozen, whichever is higher
Mexico	10% (on fob)	15% (on fob)	35% (on fob)
Philippines	70% (on fob + 10%)	70% (on fob + 10%)	100% (on fob + 10%)
Spain	20.5%-24.5% (on cif) On 8/10/76 temporary increase by 20% of the duty for six months	30.5%-34% (on cif)	44.5% (on cif). Temporary reduction by 6% of the duty for six months from 30/8/76, and a 20% temporary addition of the duty for six months from 8/10/76
Sudan	15% (on cif)	55.09 Other woven fabrics of cotton: A1 Not for industry Nil 2 For industry 10% 3 Others 15% B1 Not exceeding 150mm per cif yard 15% 2 Exceeds 150mm per cif yard 40%	150% (on cif)
Taiwan	33% (on cif + 20%)	55%-59% (on cif + 20%)	91% (on cif + 20%)
Thailand	25% (on cif)	40%-60% (on cif)	60% (on cif)
Pakistan	72½% cif	Cotton umbrella cloth and cotton fabric – 60% cif Karakuli cloth – 70% cif Fusing interlining material and Bukram lining – 72½% cif Containing silk or man-made fibres – 165% cif Cotton typewriter ribbon fabrics – 35% cif Other – 102½% cif	Wholly or mainly of cotton not containing silk or man-made fibres – 60% cif Of silk or man-made fibres – 197½% cif Other – 102½% cif
All imports into Pakistan are governed by the provision of an annual import policy. The following are amongst those items for which licences are being granted in the current period.			
	Cotton thread Cotton yards of 80 counts plus Cotton yarns super combed Peruvian in counts 36, 40 and 50	Karakuli cloth linen Lining material Ribbon cloth/typewriter. Tyrecord fabrics including square woven cloth Umbrella cloth and umbrella grey cloth	No allocation

Note:

For the purpose of this exercise it has been assumed that the goods are of UK origin.

* CCCN = Customs Co-operation Council Nomenclature the new title for the tariff classification formerly known as 'BTN – Brussels Tariff Nomenclature'.

Mr Smith (Rochdale) asked for a list of the duties chargeable by the EEC countries, Argentina, Brazil, Colombia, Egypt, Korea, Malaysia, Mexico, the Philippines, Spain, Taiwan and Thailand on imports to those countries of cotton yarn, woven cotton cloth and shirts.

Mr Meacher gave the following information:

	CCCN* (formerly BTN) no:		
	55.05 (cotton yarns)	55.09 (cotton fabrics)	61.03 (cotton shirts)
France	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Belgium	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Netherlands	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Luxembourg	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Federal Republic of Germany	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Italy	0.8%-1.6% (on cif)	2.6%-3% (on cif)	3.4% (on cif)
Republic of Ireland	Nil	Nil	Nil
Denmark	Nil	Nil	Nil
South Korea	40% (on cif)	Prohibited imports	Prohibited imports
Taiwan	33% (on cif + 20%)	55%-59% (on cif + 20%)	91% (on cif + 20%)
Egypt	40%-50% (on cif) (imports only by government departments)	75%100% (on cif)	120% (on cif)
	NB: wef 3/5/76 import duties on all goods imported into Egypt will be calculated on the *incentive* rather than the official rate of exchange. The effect is to increase the amount of duty payable by approximately 60 per cent in Egyptian currency.		
Spain	20.5%-24.5% (on cif) On 8/10/76 temporary increase by 20% on the duty for six months	30.5%-34% (on cif)	44.5% (on cif). Temporary reduction by 6% of the duty for six months from 30/8/76, and a 20% temporary addition of the duty for six months from 8/10/76
Philippines	70% (on fob + 10%) mercerised – nil. Other – $M2.50 per lb on gross weight	70% (on fob + 10%) (on cif) or $M1.00 per sq yd whichever is higher: b Cotton duck – 35% or 25 cents per sq yd. whichever is higher; c Other cotton fabrics – 25%, or 10-20 cents per sq yd, whichever is higher	100% (on fob + 10%) per dozen, whichever is higher
Colombia	55% (on cif)	55% (on cif)	95% (on cif)
Brazil	115% (on cif)	205% (on cif)	205% (on cif)
Mexico	10% (on fob)	15% (on fob)	35% (on fob)
Argentina	80% (on cif)	200% (on cif)	200% (on cif)

Note:
For the purpose of this exercise it has been assumed that the goods are of UK origin.
* CCCN = Customs Co-operation Council Nomenclature the new title for the tariff classification formerly known as 'BTN – Brussels Tariff Nomenclature'.

UK trade competitiveness

Bryan Gould (Southampton, Test) asked what was the index of the United Kingdom's competitiveness with the EEC Six in the case of exported manufactures in the years 1970 to the present; what was the reduction in the average level of tariffs on manufactures imported from the Six over that period; and what was the UK trade deficit with the Six on manufactures over that period.

Mr Meacher gave the following figures:

	Crude balance of trade in manufactured goods with the EEC Six (1) (£ million)	Trade competitiveness index with the EEC Six (2) (1970 = 100)
1970	+161	100.0
1971	+84	101.5
1972	−198	100.5
1973	−584	89.3
1974	−995	90.0
1975	−961	91.4

(1) The crude balance of trade is the difference between exports fob and imports cif.
(2) UK export prices of manufactured goods in US dollars as a percentage of the weighted average of manufactured export prices of the countries of the EEC Six.
Figures of the average level of tariffs on manufactured goods are not readily available. The reduction in the average level of tariffs on industrial products (chapters 25-99 of the UK tariff) imported from the Six over the period 1970-75 has been 70 per cent.

Mr Gould asked what was the index figure for trade competitiveness in the years 1954 to 1975 for manufactured goods; what was the rate of growth of imports relative to the growth of exports in each year; and what is the estimate, using known rates of inflation and changes in exchange rates of the present United Kingdom competitiveness.

Mr Meacher gave the following figures:

	Ratio of growth of imports to growth of exports (1)	Competitiveness index (2) (1970 = 100)
1954	2 : 4	n.a.
1955	13 : 10	93.1
1956	−2 : 10	94.1
1957	6½ : 4	94.2
1958	−4½ : 3	96.7
1959	8 : 3½	97.6
1960	14 : 6	97.5
1961	−2½ : 4½	97.5
1962	1½ : 2½	99.5
1963	6½ : 7½	100.5
1964	15 : 5½	100.7
1965	1 : 7	102.7
1966	4 : 7½	105.0
1967	8 : −1	104.5
1968	22 : 22	98.2
1969	4 : 13	97.9
1970	9½ : 12	100.0
1971	7½ : 11	102.4
1972	15 : 4	102.6
1973	43 : 29	93.9
1974	50 : 35	92.9
1975	4 : 18	96.1

(1) The percentage change on the previous year for total imports and exports respectively on a balance of payments basis.
(2) UK export prices of manufactured goods, in US dollars, as a percentage of the weighted average of our major competitors' export prices of manufactures, also expressed in dollars.

'Information on competitiveness is not available beyond the first quarter of this year when the index is provisionally estimated to have been 100.0. Since then our export prices in terms of US dollars have fallen following the sterling depreciation – in October they were 4 per cent below the average level in the first quarter of this year.'

British Airways Board

Neville Sandelson (Hillingdon, Hayes and Harlington) asked if the British Airways Board had submitted formal proposals about the future organisation of its affairs.

'Yes', said Mr Dell, 'The board has submitted a fourth report on organisation. In my reply to the board, I have given my consent to the board making the organisational changes proposed in the report. In accordance with section 39(2) of the Civil Aviation Act 1971, this fourth report has been laid before parliament, and it is being published today. Copies are available in the Vote Office.'

Aircraft noise

Ronald Bell (Beaconsfield) asked if the Secretary of State for Trade would instruct his representatives at the present meeting in Montreal of ICAO to support the proposal of the French Government that the operation of aircraft which are not certificated in accordance with ICAO noise rules shall be terminated by 1985.

'I am not aware that the French Government have formally proposed a termination date', said Mr Clinton Davis. 'However, the government is in favour, in principle, of consideration being given to a terminal date.'

Telecommunications industry

Eric S. Heffer (Liverpool, Walton) asked what was the outcome of recent discussions with the trade union leaders and employers in the telecommunications industry; what new plans the Post Office have put for cutting back on public expenditure and how many redundancies this would cause in the industry.

Mr Williams said: 'The Post Office, after consulting the government, have given to the telecommunications industry a revised ordering programme for telephone exchange equipment over the period to 1980. Under this programme, expenditure will be reduced by £100 million in the first three years and by £220 million in all. These savings have been made possible by new Post Office studies which have shown that telephone exchange capacity can be matched more closely to demand than before. They have no connection with any government cuts in public expenditure.

'My rt hon friend discussed the new Post Office ordering programme on 15 November with representatives of management and unions in the Post Office and the telecommunications equipment industry. It was agreed that the Post Office would meet management and unions in the industry to discuss further the reasons for the lower level of ordering, and that a further meeting would take place between government, management and unions in due course.

'It will take the manufacturers a little time to assess the implications of the new Post Office programme on employment both nationally and in particular areas including Merseyside. My rt hon friend has however asked both management and unions to co-operate fully with the government and with the Manpower Services Commission in doing everything possible to mitigate the employment impact of lower Post Office ordering.'

Price Commission

Mr Woof asked by what criteria or authority the Price Commission acts to enforce on companies the requirement under the Price Code to reduce or increase prices, if raw materials costs fall or rise.

Mr Maclennan said: 'Under section 6 of the Counter-Inflation Act 1973 the Price Commission have a duty to enforce the provisions of the Price Code. They have power to issue orders or notices restricting prices or charges in accordance with the code. Any breach of such an order or notice would be a criminal offence. Raw material costs are only one of a number of the factors which determine permitted price levels under the Price Code. The commission have no power to require prices to be increased.'

Statistical surveys

David Hunt (Wirral) asked how many surveys, questionnaires, censuses or similar investigations have been carried out, either wholly or partly, at public expense, on behalf of or by the Departments of Industry, Trade and Prices and Consumer Protection in 1974, 1975 and in 1976 to date.

Mr Huckfield answered, as the three departments share a common statistical service.

'The statistical inquiries currently carried out by the Departments of Industry and Trade were listed in answer to the hon member for Christchurch and Lymington on 25 October 1976 (*Hansard* columns 9-10). The only additional statistical inquiry carried out by the Department of Prices and Consumer Protection is a weekly or fortnightly survey of food prices.

'The annual and more frequent surveys were the same in 1974 and 1975 except that in 1974 the Building materials inquiry (quarterly and monthly) was not then carried out by the Business Statistics Office, the Fuel stocks/consumption of large users inquiry (monthly or quarterly) was not started until late in 1974, the Exports prospects survey (quarterly) was not started until late in 1975, and the Local employment acts inquiry (annual) was carried out for the last time in 1974. In addition, the following inquiries were carried out in 1975:

Subject	Frequency
Industries' purchases	Every 3-5 years
Standby electricity generating plant	One-off
Census of overseas assets	Triennial
Wholesaling and dealing (detailed inquiry)	Irregular

'The estimated total cost of carrying out these inquiries, including the cost of support services borne on the votes of other departments, is £7.7 million in 1976-77; corresponding figures for 1974-75 and 1975-76 were £5.3 million and £6.5 million. These figures do not include the cost of statistical inquiries borne on the votes of these departments but carried out by other departments. Corresponding information for inquiries carried out by public bodies for which these departments are responsible could not be compiled without disproportionate cost.'

Friday, 19 November

Import of textiles from India

Mr Smith (Rochdale) asked what imports of textile goods from the UK are allowed by India and what duty India places on such imports, and Mr Winterton asked a similar question.

Mr Meacher gave the following information:

'The current Indian import policy permits the issue of licences for the import of the following textile goods from any country including the UK.

1 Melton cloth for the manufacture of tennis balls.
2 Machine cloth for use in textile mills.
3 Machine cloth (silk bolting cloth) on a

Government sales

Ministry of Defence

Sales by auction

Furniture

4 December 1976

Location
Ordnance Support Unit RAOC, Leyburn Road, Catterick Garrison, North Yorkshire DL9 3LL

Auctioneers
Bartle and Son (Dept L), 52 Merrion Street, Leeds LS2 8JH (tel. 0532-450898)

A small sale of approximately 400 lots of household furniture and effects which will be sold as single items or in small quantities.

Miscellaneous Stores

9 December 1976

Location
The Golden Lion Hotel, King Street, Stirling

Auctioneers
Dixon and Wallace Ltd (Dept L), Bank Buildings, Graham Square, Glasgow G31 1AW (tel. 041-554 2447)

The stores are lying in various depots in Scotland and include many items of service clothing and textiles, vehicles, machine tools, plant and other equipment, furniture and many other interesting items.

Catalogues which give details of the lots, conditions of sale, viewing times, etc, are available from the auctioneers from two weeks before and up to the day of the sale, price 20p, postage and packing 10p extra (postal orders only).

Wembley Auction Sales 1975/76

7 December 1976

View Days:	Day preceding and morning of sale
Location:	Department of the Environment Property Services Agency Supplies Store India Pavilion Exhibition Grounds Wembley, Middx. Tel. 01-903 2508
Description of Goods:	Office and Miscellaneous Furniture Engineering, Electrical, Canteen, Domestic and Other Equipment
Auctioneers:	Messrs. Fuller, Horsey, Sons and Cassell 52 Bow Lane London EC4M 9ET Tel. 01-248 7954
Catalogue:	Direct from the auctioneer price 10p each

Potential buyers are advised to refer to the official catalogue available direct from the auctioneers price 10p.

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restricted basis for certain manufacturing processes.

'There is generally no allocation for the import of any other textile goods apart from those for registered exporters in India engaged in certain industries who may apply for import licences for the following to be used in the manufacture of goods for export:

1 Bolting cloth.
2 Filter cloth (other than cotton).
3 Felt cloth.

Imports and exports of manufactures

Mr Gould asked what was the increase in the value of imports and exports of manufactures between September and October, between October 1975 and October 1976 and between the second and third quarters of 1976, in both cash and percentage terms.

Mr Meacher save the following information:

UK TRADE IN MANUFACTURES
Overseas Trade Statistics basis — Seasonally adjusted

	Imports (cif)		Exports (fob)	
	£ million	Per cent	£ million	Per cent
Change between Sept 1976 and Oct 1976	+140	+9	+16	+1
Change between Oct 1975 and Oct 1976	+573	+53	+418	+28
Change between 2nd and 3rd quarters of 1976	+200	+5	+95	+2

Local price survey schemes

Richard Wainwright (Colne Valley) asked about further plans to extend the local price inflation survey scheme; and whether consideration has been given to encouraging the involvement of more voluntary groups in this scheme.

Mr Maclennan said: 'We introduced the present local price survey scheme in the latter part of 1975 as part of the government's anti-inflation programme. It will continue to the end of 1976-77 financial year and we are now considering what arrangements should apply after that date.

'We have given every encouragement to voluntary bodies to participate where surveys were not already being conducted by local authorities. We have approached the National Association of Citizens' Advice Bureaux, and the National Federation of Consumer Groups as well as giving help to particular bodies like the North Staffordshire National Housewives' Association and Southampton University which showed an interest. In addition the TUC has drawn the attention of local trades' councils to the scheme and asked them to help in any way they can. As few voluntary bodies have the necessary resources to persist with local price surveys every week, their main contribution has been in occasional surveys in areas not covered by weekly price comparisons.

Mr Wainwright also asked about the grants for collection of local price information made by the DPCP in each UK region.

Mr Maclennan said: 'We have now approved 297 schemes for weekly price comparisons and a further 22 schemes for occasional comparisons of food prices. In addition we are giving grants in shopping centres for quarterly surveys of the prices of coal and/or sanitary protection. We plan to give grants in the near future for occasional surveys of the prices of petrol and of goods in small packs. The breakdown by regions is as follows:

	Weekly surveys	Occasional food surveys	Coal and/or sanitary protection
ENGLAND			
Greater London	44	—	25
South East	37	13	36
South West	8	2	—
Midlands	53	—	24
East Anglia	1	—	—
North West	41	—	24
North East	57	3	51
SCOTLAND			
Strathclyde	16	2	49
Lothian	8	—	—
Fife	3	—	6
Western Isles	1	—	—
Grampian	—	1	—
Perth	—	1	—
WALES			
North Wales	4	—	—
South Wales	24	—	17
Total	297	22	232

Mr Wainwright asked what proof is required that local price information collection schemes, for which grants have been made have actually been carried out; and whether there is any monitoring of the effectiveness of these schemes.

Mr Maclennan said: 'The vast majority of the local price comparison schemes are carried out by local authorities. We receive from each body responsible for a scheme copies of the weekly survey results and details of the measures they have taken to publicise those results. A considerable number of the surveys have been visited and seen in action. The bodies concerned are also obliged to maintain financial records which are subject to audit.

'Participants in the surveys have generally reported a good public reception for them. A small pilot study of consumer reaction was undertaken in May in certain centres. The results, though undoubtedly not representative of all centres, indicated that the surveys were welcomed by the public.'

Reports of Nedo sector working parties

Summaries of the main recommendations of Nedo sector working parties for several industries – together with the government action taken – were given as parliamentary answers last week. Summaries for the industries so far concerned are published on pages 578–581.

Consumer advice centres

Clement Freud (Isle of Ely) asked for a list of towns in which the government has helped to set up a consumer advice centre or plans to set up a consumer advice centre, together with the dates when they opened or are projected to open.

Mr Maclennan gave the information as follows:

Centres opened under the Consumer Advice Grant Scheme are as follows:

Centre	Opening date
Bridgend	26 February 1976
Portsmouth	15 March 1976
Wallsend	1 April 1976
Coventry	14 April 1976
Swadlincote	23 April 1976
Dudley	30 April 1976
Stevenage	1 May 1976
Norwich	7 May 1976
Wakefield	7 May 1976
Aberdeen	7 June 1976
Hereford West (M) } Covering main towns throughout whole county	15 June 1976
Hereford East } Covering main towns throughout whole county	19 July 1976
Swansea	2 July 1976
Thanet (M) Covering main shopping areas	27 July 1976
Lambeth	31 July 1976
Clwyd (M) Covering main residential and industrial centres	2 August 1976
Wrexham	2 August 1976
Ripley	23 August 1976
Wandsworth	1 September 1976
Lerwick	1 September 1976
South Strathclyde (M) Covering locations outside main areas not covered by a CAC	14 September 1976
Grimsby	23 September 1976
Edinburgh (M) Covering main towns in region	24 September 1976
Cambridge	27 September 1976
Peterborough	27 September 1976
Plymouth	1 October 1976
Islington	1 October 1976
Worksop	18 October 1976
Wythenshawe	26 October 1976
Leigh	26 October 1976
Bedfordshire (M) Covering main areas of population in mid and south Bedfordshire	1 November 1976

Centres projected under the Consumer Advice Grant Scheme are as follows:

Centre	Estimated opening date
Swindon	November 1976
Chester	November 1976
North Strathclyde (M) } Covering main areas of population not served by a consumer advice centre	November 1976
Glasgow area (M) } Covering main areas of population not served by a consumer advice centre	December 1976
Telford	December 1976
Hamilton	December 1976
Irvine	December 1976
Darlington	January 1977
St Helens	January 1977
Birkenhead	January 1977
Thurrock	March 1977
Edinburgh	March 1977
Glasgow	March 1977
Stockton-on-Tees	

A postal consumer advice and information service is to be set up in South Yorkshire in areas not served by a consumer advice centre.
(M) represents mobile consumer advice unit.

European community news

Foreign ministers consider a wide range of external relations questions

Good progress was made on the community's 1977 generalised scheme of preferences (GSP) at the meeting of EEC foreign ministers in Brussels on 15 and 16 November. Speaking in the House of Commons on 17 November, Anthony Crosland, Secretary of State for Foreign and Commonwealth Affairs, said that the council would continue the process of improving the preferences offered by the community to developing countries on a wide range of industrial and agricultural products. He added that emphasis had been put on the need to improve the scheme in the interests of all the poorest countries.

Mr Crosland attended the council with David Owen, Minister of State at the Foreign and Commonwealth Office, and John Tomlinson, Under Secretary at the Foreign and Commonwealth Office, who both represented the UK on the second day of the meeting. Hugh Brown, Under Secretary of State for Scotland, was also present for the discussion on fisheries matters.

Ministers discussed briefly new accessions to the Lomé convention, Mr Crosland said. The discussion followed the president of the council's report on his meeting with the president of the African, Caribbean and Pacific countries (ACP). The council had defined the community position in preparation for the November session of the Conference on International Economic Co-operation and it was agreed that this issue would be further discussed at the European council on 29 and 30 November.

Agreement was reached on the community's offer for the second EEC-Greece financial protocol, Mr Crosland said, and the council had also agreed that formal negotiations should be opened with Iran for the conclusion of a commercial and economic co-operation agreement. The council had approved in principle the results of the negotiations with the Mashraq countries (Egypt, Jordan and Syria) and Israel. He added that agreements with these countries were expected to be signed early next month. The council had also had a useful discussion on ways in which the community's links with Yugoslavia could be strengthened.

There had been no discussion of the uniform passport, Mr Crosland explained, but he expected that foreign ministers would consider it at their December meeting (scheduled for 13 and 14 December). The council had approved the text of a draft declaration which was proposed for issue jointly by the European council, the European assembly and the commission, affirming their respect for fundamental rights in the community.

Commissioner Finn Olav Gundelach had reported to the council on his talks in Iceland on 12 November, Mr Crosland said. 'We emphasised once again the great importance which Her Majesty's Government attach to arrangements that will allow us to continue fishing in Icelandic waters after the expiry of the provisional agreement. We also urged on the council the need for a cutback in third country fishing in community waters from the beginning of 1977.'

On the latest position relating to the negotiations on a proposed commercial agreement between the EEC and the Comecon countries, David Owen, Minister of State at the Foreign and Commonwealth Office, said that the community's reply to proposals from the Council for Mutual Economic Assistance (CMEA), which had been received earlier in the year, was handed over on 17 November to the president of the CMEA executive committee in Warsaw.

The community's reply took the form of a draft agreement and a letter from the presidency would be handed over at the same time expressing readiness to open negotiations straight away on that basis.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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Ministers agree to provide new impetus for JRC

In their examination of the proposal for a multiannual joint research centre programme for 1977-80, ministers at the research council on 18 November reaffirmed their willingness to give the JRC new impetus. To this end they agreed to provide the necessary means, both in the 1977-80 programme and in subsequent programmes, to enable the JRC to make an important contribution to community research.

The council worked out guidelines on the content, financial appropriations and staff requirements for the forthcoming 1977-80 JRC research programme (346 million units of account and the retention of most JRC staff). The commission will now prepare formal proposals for approval by the council before the end of the year.

There was a strong feeling that the joint European Torus thermonuclear fusion project (Jet) should be located at a site where a fusion experiment is already taking place, but no decision was reached.

In their discussions on the choice of the site for the Jet project, all the delegations expressed their desire to reach a final decision on the matter before 1 January 1977. Another research council could be called for this purpose before the end of the year.

The programme for the JRC will not be formally adopted until a decision is reached on the Jet project since both programmes, in the opinion of some delegations, are linked.

In addition, the council released the 1977-80 budget appropriation of 124 mua for the non-Jet fusion programme decided on 24 February 1976.

Second UK commissioner nominated

Christopher Tungendhat, Conservative MP for Westminster has been nominated as the second UK member of the EEC commission. His nomination follows that of Roy Jenkins as commission president earlier this year. The announcement was made by the Prime Minister's office on 19 November. The formal appointments are expected to be confirmed in the margins of the next council of foreign ministers in Brussels on 13 and 14 December.

European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Processed agricultural products. Regulation (EEC) 2670/76 amending regulation (EEC) 1059/69 laying down the trade arrangements applicable to certain goods resulting from the processing of agricultural products (*Official Journal* L302, 4 November 1976).

Wine. Regulation (EEC) 2687/76 concerning a special rate of wine deliveries for white quality wines psr of the 1976 harvest (*Official Journal* L304, 6 November 1976).

Regulation (EEC) 2688/76 amending regulation (EEC) 1931/76 in respect of certain distillation operations in the wine sector (*Official Journal* L304, 6 November 1976).

Cattle, beef and veal. Regulation (EEC) 2696/76 derogating from regulation (EEC) 76/76 setting up a system linking imports of beef and veal products effected by way of protective measures with the sale of beef held by intervention agencies (*Official Journal* L304, 6 November 1976).

Imports from non-member states

The *Official Journal of the European Communities*, L 304, 6 November 1976, contains the texts of the following decisions:

Decision 76/838/EEC authorising France not to apply community treatment to natural honey falling within heading no. 04.06 of the common customs tariff, originating in Romania and in free circulation in the other member states.

Decision 76/839/EEC authorising France not to apply community treatment to blouses falling within heading no ex 61.02 of the common customs tariff, originating in the Republic of Korea and in free circulation in the other member states.

EEC free trade agreements

The *Official Journal of the European Communities*, L298, 28 October 1976, contains the texts of the following regulations:

Regulation (EEC) 2560/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Republic of Austria.

Regulation (EEC) 2561/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Republic of Finland.

Regulation (EEC) 2562/76 approving the agreement in the form of an exchange of letters amending table I annexed to protocol 2 to the agreement between the European Economic Community and the Republic of Iceland.

Regulation (EEC) 2563/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Kingdom of Norway.

Regulation (EEC) 2564/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Portuguese Republic.

Regulation (EEC) 2565/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Kingdom of Sweden.

Regulation (EEC) 2566/76 approving the agreement in the form of an exchange of letters amending tables I and II annexed to protocol 2 to the agreement between the European Economic Community and the Swiss Confederation.

The effect of these regulations is to amend the headings for 29.16A ex VIII and 38.19 ex T in table I and 29.16 I in table II of protocol 2 to the relevant agreements.

Copies of the *Official Journal* L298, 28 October 1976 may be obtained from HMSO, price 70p plus postage.

EEC/Maghreb agreements

Corrigenda. The *Official Journal of the European Communities*, L303, 5 November 1976, contains the texts of corrections to the following regulations which were published in *Official Journal* L169, 28 June 1976:

Corrigendum to regulation (EEC) 1513/76 concerning imports of bran, sharps and other residues derived from the sifting, milling or other working of certain cereals originating in Tunisia:

Page 23, article 3, fifth line:
for: 'Regulation 359/67/EEC',
read: 'Regulation (EEC) 2727/75'.

Corrigendum to regulation (EEC) 1519/76 concerning imports of bran, sharps and other residues derived from the sifting, milling or other working of certain cereals originating in Algeria:

Page 41, article 3, fifth line:
for: 'Regulation 359/67/EEC',
read: 'Regulation (EEC) 2727/75'.

Corrigendum to regulation (EEC) 1526/76 concerning imports of bran, sharps and other residues derived from the sifting, milling or other working of certain cereals originating in Morocco:

Page 57, article 3, fifth line:
for: 'Regulation 359/67/EEC',
read: 'Regulation (EEC) 2727/75'.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Commission approves two loans to BSC

The commission has approved two new loans to the British Steel Corporation, totalling nearly £10 million.

The first loan of £5.6 million, which is to be made available at normal rates of interest, will help to finance four investments projects aiming to improve anti-pollution equipment at three electric steelworks in Sheffield-Aldwarke, Stocksbridge and Tinsley Park.

The second loan of £4.2 million will contribute towards the cost of new research facilities on Teesside in the north-east of England. The facilities are a new research centre at Ladgate Lane, Middlesbrough, and an extension to the corporation's advanced process laboratory at Grangetown. In view of the encouragement given by the community to iron and steel research, this loan will be made available at a reduced rate of interest during the first five years.

The two loans will be paid out in instalments as the investment projects concerned progress. The terms of each instalment of the loans will be dependent on market conditions at the time.

Temporary suspension of the CCT

Review of tariff suspensions in the agricultural and industrial sectors. The 19 November issue of *Trade and Industry* announced details of a review by the Commission of the European Communities of existing total or partial suspensions of the common customs tariff (CCT) of the community which are due to expire on 30 June 1977. As forecast, the commission will also review suspensions due to operate for six months from 1 January 1977. Details of the goods affected are given below. The council regulation for the industrial goods in question will soon be published. That for agricultural goods, certain mushrooms, has just been published (council regulation (EEC) no. 2689/76). Unless any objections are raised these suspensions too are likely to be maintained for a further period ending in most cases on 30 June 1978.

The CCT suspended rates (total or partial will apply to the UK from 1 July 1977, except for horticultural items (only mushrooms in the list below) where alignment of the UK tariff with the CCT does not take place until 1 January 1978. However, unless there are any objections from UK producers, it is the UK's intention to adopt the CCT suspended rates on horticultural goods from 1 July 1977.

UK producers of any of the goods listed or of like or competing products may object to continuation of these suspensions after 30 June 1977 where they consider that they would be able to supply the whole or the greater part of the needs of the community or that their interests would be adversely affected by the loss of protection involved in a suspension of the CCT. Those wishing to object should provide as much as possible of the following information:

1 estimated community (nine countries including the UK) demand in 1977 and 1978;
2 estimated UK demand in 1977 and 1978;
3 UK production expected to be available for:
  3.1 the UK market in 1977 and 1978;
  3.2 the rest of the community in 1977 and 1978;
  3.3 exports to other countries in the same years.

This information should be sent in writing to the Department of Trade, General Division, Room 332, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, to arrive not later than 10 December 1976. Inquiries: tel. 01-215 5515 (chemicals) and 01-215 3576 (other goods).

Tariff heading	Description	CCT suspended rate of duty %
ex 07.04 B	Mushrooms, excluding cultivated mushrooms, dried, dehydrated or evaporated, whole or in identifiable pieces or slices, intended for the processing industry	Free
ex 28.18 C	Magnesium oxide, dead-burned but not fused, of a purity not less than 95 per cent, which contains: a not more than 0.05% by weight of boron compounds evaluated as B_2O_3 b not more than 3.5% by weight of calcium compounds evaluated as CaO c not more than 1.1% by weight of silicon compounds evaluated as SiO_2 d a total of not more than 0.7% by weight of aluminium compounds and iron compounds evaluated as Al_2O_3 and Fe_2O_3	Free
ex 28.21	Dichromium trioxide for the production of chromium metal or chromium carbide	Free
ex 28.38 C	Potassium hydrogenperoxomonosulphate	Free
ex 29.01 C I	*beta*-Pinene	Free
ex 29.02 A III	1,2-Dibromoethane	Free
ex 29.03 B II	1-Nitropropane	8
ex 29.04 C V	2,2-Bis(bromomethyl) propanediol	Free
ex 29.07 A	2,2', 6,6'-Tetrabromo-4,4'-isopropylidenediphenol (tetrabromobisphenol A)	Free
ex 29.08 A III c)	Sodium 4-(2-methylallyloxy)benzenesulphonate	Free
ex 29.16 B VI	Sodium 5-(2,4-difluorophenyl) salicylate	Free
ex 29.16 B VI	3,5-Di-iodosalicylic acid	Free
ex 29.23 B II	3-Chloro-4-(4-chlorophenoxy) aniline	Free
ex 29.23 D V	Sodium 2-cyclohexa-1, 4-dienyl-*N*-(2-methoxycarbonyl-1-methylvinyl) glycinate	Free
ex 29.31 B	Thiophenol	Free
ex 29.31 B	*N,N*-Diethyl-2-mercaptoethylammonium chloride	Free
ex 29.34 B	Dimethyltin dichloride	Free
ex 29.35 Q	Cambendazole (INN)	Free
ex 29.35 Q	Ronidazole (INN)	Free
ex 29.42 C VII	Alkaloids of ergot of rye and their salts, ethers, esters and other derivatives, other than lysergic acid	6
ex 29.44 A	Epicillin (INN)	Free
ex 29.44 C	Cefazolin (INN) and its salts	Free
ex 29.44 C	11-Hydroxy-6,7,10,12-tetramethyl-1-oxo-10-vinylperhydro-3a, 7-pentanoinden-8-yl-glycolate (pleuromutilin)	Free
ex 29.44 C	Nystatin (INN)	Free
ex 29.44 C	Sodium (7*S*)-3-carbamoyloxymethyl-7-methoxy-8-oxo-7-[2-(2-thienyl) acetamido]-5-thia-1-azabicyclo [4.2.0] oct-2-ene-2 carboxylate	Free
ex 30.01 B	Lyophilised human-albumin	Free
ex 30.01 B	Human plasma	Free
ex 32.08 D ex 70.20A and ex 70.20 B	Ground glass fibres with a length varying between 0.1 and 3mm and a diameter of not less than 2 and not more than 4 micrometres	Free
ex 38.19 G	Catalysts consisting of copper chloride supported on aluminium oxide for the preparation of dichloroethane from ethylene, hydrochloric acid and oxygen	Free
ex 39.01 A	Colestipol (INN) hydrochloride	Free
ex 39.02 C VII b)	Polyvinyl chloride sheeting less than 1mm thick,of a width not less than 23cm and not more than 28cm, containing not less than 30% and not more than 40% by weight of a plasticiser, in rolls	10
ex 39 02 C XII	Copolymerisation products of acrylic and methacrylic esters in the form of film of a thickness not less than 50 and not more than 150 micrometres	Free
ex 39.02 C XII	Polyacrylic acid, slightly cross-linked, for use in textile pigment printing	Free
ex 39.03 B V a)	2-Hydroxypropylcellulose	Free
ex 39.06 B	*o*-(2-hydroxyethyl)amylopectin hydrolysate	Free
62.03 A I	Sacks and bags, of a kind used for the packing of goods, used, of jute or of other textile bast fibres of heading no. 57.03	4
ex 85.21 D II	Digital displays consisting of a printed circuit board of a size not exceeding 30mm by 90mm with a single line of digits, not less than three in number comprising light-emitting diodes manufactured from gallium-based semi-conductor compounds mounted thereon; the line of digits having a protective cover of translucent plastic	Free
ex 88.05 B	Visual display system generating images by computer intended for equipping flight simulators for civil aircraft	Free

ENCIRCLE TI 295 ON PAGE 631 FOR FURTHER INFORMATION

Future development of community regional policy

At an EEC commission-sponsored symposium in Brussels last week academic and other experts discussed with George Thomson, commission member with special responsibility for regional policy, and senior commission staff, the possible future development of community regional policy.

The purpose of the symposium was to permit a wide-ranging exchange of views on the options open to the community, on the one hand, in the light of the changed economic framework, and, on the other, in view of next year's review of the regional fund and of regional policy generally, as provided for in the fund regulation.

The general view of the meeting was that world-wide structural economic changes, together with the economic crisis, make it more difficult to achieve community regional development aims, and create a new situation which required a widening of regional development strategy.

Regional policy could no longer concern itself just with the interest of some less-favoured regions, but should look at the economy as a whole. It should be seen as the regional dimension of all sectoral and overall policies. Such an overall approach to the regions with structural problems would not benefit only those regions, but also help other areas, induce higher growth in the overall economy, and contribute to reducing inflation and in some instances to improving the balance of payments.

On the basis of this concensus the symposium went on to consider a wide range of measures and policies which the community might use in its future regional policy.

EEC information

New guide published

The EEC Information Unit has published a new edition of *EEC – Your Questions Answered*. It contains much new material and will help all those needing to know how EEC policies and legislation can affect day-to-day business activities and forward planning.

Free copies are available from:
EEC Information Unit
Department of Industry
1 Victoria Street
London SW1H 0ET
tel. 01-215 5377 or 3579

Generalised tariff preference scheme (GSP): restoration of normal duties

Trade and Industry of 27 February, 19 March, 16 April, 21 May, 18 June, 23 July, 20 August, 24 September and 22 October, gave details of GSP tariff quotas exhausted and GSP ceilings reached up to 8 October. HM Customs have stated that the position on the restoration of normal duties for the month ending 8 November is as follows:

I Tariff quotas and special ceilings

Tariff heading	Description of goods	Customs quota reference*	Date UK quota share exhausted	Community butoir reached: duty to be re-imposed	
				On date	For goods from
31.05 AI AII AIII b) AIV and B (S/C)	Other fertilisers	1456		12.10.76	Yugoslavia
44.14 B (S/C)	Wood sawn lengthwise, sliced or peeled, but not further prepared, etc	1677		23.10.76	All sources
61.01	Men's and boys' outer garments – of woven fabrics of cotton	4126	27.10.76		
61.01	Men's and boys' outer garments – other than of cotton	5156	1.11.76		
62.02†	Bed linen, table linen, etc – of woven fabrics of cotton	5369	1.10.76		
74.03 (S/C)	Wrought bars, rods angles, shapes and sections, of copper: copper wire	4606		15.10.76	Yugoslavia
85.15 AIII and CIII	Receivers, whether or not combined with a sound recorder or reproducer Parts of the goods of sub-headings A and B: Other	4916	23.3.76	15.10.76	Singapore
94.03	Other furniture and parts thereof	5075	14.10.76		

* See HM Customs Tariff, Part 11. † Omitted from last month's summary. S/C Denotes Special Ceiling.

II Ceilings

Tariff heading	Description of goods	Date of restoration of duties: From all sources	Date of restoration of duties: From particular sources (inner ceilings)
25.23	Portland cement, ciment fondu, etc	1.11.76	
ex 29.22 DI	Aniline and its salts		Romania 18.10.76
44.13	Wood (including blocks, strips and friezes for parquet or wood block flooring, not assembled), etc		Malaysia 18.10.76
44.24	Household utensils of wood		Philippines 18.10.76
46.02	Plaiting materials (other than products falling within heading 46.01), etc		Hong Kong 18.10.76
55.05 A	Cotton yarn, not put up for retail sale: multiple or cabled, finished, etc, of a weight not exceeding 900g	2.11.76	
56.03	Waste (including yarn waste and pulled garnetted rags), etc		Yugoslavia 10.10.76
ex 62.03 BII	Sacks and bags, of a kind used for the packing of goods: Of other textile materials: Other – of cotton	10.10.76	
68.08	Articles of ashphalt or of similar material, etc		Romania 1.11.76
70.14 AII	Articles for electrical lighting fittings: Other		Romania 23.10.76

Inquiries about current availability of preferences may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

Tariff quotas 1976 – exhaustions

The United Kingdom's shares of the following EEC tariff quotas for imports from Portugal have also been exhausted:

UK tariff heading	Description of goods	HM Customs serial no (Part 11 of the UK tariff)
ex 22.05 CIII and IV§	Madeira	1286
ex 22.05 CIII and IV§	Port in containers of 2 litres or less	1251

§ A notice in *Trade and Industry* of 5 November (page 368) gave details of an increase in the UK's share of the tariff quota for Port wines and a possible additional amount for Madeira from the Community reserve. The increases have now been exhausted.

The following United Kingdom tariff quotas for imports of paper and board and printed products from individual EFTA countries and Finland (see *Trade and Industry* of 12 December 1975) have also been exhausted:

UK tariff heading	Country of origin	HM Customs serial no (Part 11 of the UK tariff)
ex 48.01 CII	Finland	1979
ex 48.01 CII	Sweden	2001
ex 48.01 EII b)	Norway	2087
ex 48.01 EII b)	Sweden	2141
ex 48.01 E	Sweden	2311
ex 48.05 B	Sweden	2583
ex 48.07 B	Finland	2672

Inquiries about current tariff quota balances may be made to HM Customs and Excise, Central Tariff Quota Registration Unit, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515, ext. 2570.

British Overseas Trade Board

Programme of trade promotions 1976-78

British Overseas Trade Board supported 44 British companies at the Tehran international trade fair held between 19 October and 1 November 1976. Lord Donaldson, Minister of State at the Department of Education and Science (left), with Henry Riding (right), director of British Northrop Sales Ltd, examines a dress on the company's stand. Mr Riding said : 'In the first two days of the fair we have gained firm orders for four of our pile fabric machines worth over £200,000.'

4-29 Section 1 Overseas events where government assistance to UK participants is planned or under consideration

30-39 Section 2 Trade fairs and exhibitions within Europe

39-40 Section 3 Trade fairs and exhibitions outside Europe

42-44 Section 4 Trade fairs and exhibitions in the United Kingdom

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- Our appointment as European reprsentative for Brazil's principal exhibition organising company – a company, incidentally, that operates Parque Anhembi, Latin America's largest exhibition and congress centre.
- A series of new major international exhibitions staged in Brazil.
- Assistance in the organisation, on behalf of the Brazilian Government, of Brasil Export, a 30,000 square metre exhibition that took place in Brussels ; Brazilian participation in the exhibition at the American Society of Travel Agents conference in Montreal ; a five-day seminar on Investments in Brazil held in Salzburg.
- JBA also operates on behalf of US organisers bringing solely American exhibitions and conferences to the UK, Western and Eastern European countries.
- Currently JBA is working in association with Industrial and Trade Fairs Limited on behalf of HMG on the staging and promotion of the British Industrial Exhibition to be held in Venezuela in March 1977.

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ENCIRCLE TI 1 ON PAGE 50 FOR FURTHER INFORMATION

Programme of Trade Promotions

This programme of Trade Promotions is normally published as a supplement to *Trade and Industry* in January, April, July, and October.

Section 1 lists overseas trade promotions and missions over the next two years for which British Overseas Trade Board support is already being planned, or is under consideration. The information is necessarily brief but further details can be obtained from the trade association or from the officer named against the event (Tel. 01-248 5757). For trade fairs the date shown in brackets after the officer's name and telephone extension number indicates the closing date for applications for support. Those interested in participating in any event for which the cut off date has passed should inquire of the sponsor or the officer named against the event, as occasionally, it is possible to accommodate late requests. Where no date is shown the cut off date has not been fixed.

Section 2 (Europe) and **Section 3 (outside Europe)** list a number of regular overseas trade fairs not mentioned in Section 1. Section 4 lists some United Kingdom trade fairs

Fairs in this supplement are classified under the commodity groups (right), definite dates being given when known or alternatively the month in which a fair is usually held.

General inquiries should be addressed as follows:

(1) About support provided by the British Overseas Trade Board for overseas promotions: Fairs and Promotions Branch, Department of Trade, Hillgate House, 26 Old Bailey, London EC4M 7HU (Tel. 01-248 5757)
Telephone inquiries should be made as follows:
For trade fairs, British Shopping Weeks and store promotions—Ext. 7051
For British Export Marketing Centre, Tokyo—Ext. 7104 or 7317
For Outward Missions and symposia—Ext. 306

(2) About Inward Missions:
Special Export Services Branch, Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 463).

CLASSIFICATIONS
General
Agriculture, forestry, fishing, agricultural machinery
Aircraft and aeronautical equipment
Books and periodicals
Building, public works and construction equipment
Chemicals and allied industries, including plastics
Clothing
Display and shop equipment
Engineering, electrical and electronic, including radio and television
Engineering, other
Foodstuffs, food machinery, hotel and catering equipment
Footwear
Furniture, furnishings, household equipment and hardware
Gas and oil extraction and distribution including offshore activities
Heating and ventilating
Horticulture and horticultural equipment
Hospital, medical, surgical and dental equipment
Jewellery and giftware
Laundry and allied services
Leather, leather goods and fur
Motor vehicles, motor cycles and cycles
Music and musical instruments
Office machinery and equipment
Packaging machinery and materials, including containers
Photographic equipment
Pottery and glassware
Printing, stationery and printing machinery
Scientific instruments and nuclear equipment
Ships and boats
Sports goods and camping equipment including caravans
Textiles and textile machinery
Toys and games
Watches and clocks
Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment
Other specialised fairs

How the British Overseas Trade Board can help you promote your goods overseas

Under the direction of the British Overseas Trade Board Export Services and Promotions Division, the Department of Trade supports British firms at trade promotions overseas through its Fairs and Promotions Branch.

In 1975, the British Overseas Trade Board supported some 6,900 firms exhibiting at 349 trade fairs in 49 different countries, four British shopping weeks and 48 store promotions. In 1975, 221 outward missions were supported and some 2,600 firms were helped in that way.

Joint ventures

Under its Joint Venture Scheme the BOTB provides space and a shell stand for each firm taking part in a group display sponsored by a trade association or other non profit-making body at an overseas trade fair. In addition, for joint ventures held outside Western Europe, the BOTB pays half the return tourist air fares of two representatives from each firm manning their stand for the duration of the event and half the freight charges for returning unsold goods exhibited at the event. Firms taking part in a joint venture display will be charged £6 per sq. m of space and shell stand occupied.

British pavilions

At some overseas trade fairs, usually those where participation is organised on a national basis, the BOTB organises British pavilions. Space and shell stands are provided to participating firms at attractive rates. Firms taking space in a British pavilion, provided the event is held outside Western Europe, are also eligible for assistance similar to that given under the Joint Venture Scheme towards the costs of representatives' travel and of returning unsold exhibits.

Technical symposia

In certain circumstances British firms taking part in technical symposia organised in association with a trade association may be given support.

Information stands

At the more important trade fairs, especially in Western Europe, the BOTB provides an official Information Stand staffed by Diplomatic Service Commercial Officers. Apart from dealing with commercial inquiries, these Information Stands serve as a focal point for British firms exhibiting at the event either directly or through local agents.

British Export Marketing Centre, Tokyo (see also page 22)

Up to 10 official export promotions and trade exhibitions will be held each year in the British Export Marketing Centre in Tokyo. These will be arranged in conjunction with a trade association. In addition the centre is available to British companies or their agents in Japan for mounting individual product exhibitions or promotions.

British shopping weeks

These are organised by local authorities or Chambers of Commerce overseas with the help of Diplomatic Service Commercial Officers. The BOTB provides display material, arranges supporting events and helps individual stores to arrange special features.

Store promotions

Promotions of British goods involving a substantial volume of new buying are frequently put on by overseas department stores. The BOTB assists the store by providing display material and by arranging for special supporting features to be set out either wholly or partly at the store's expense.

Outward missions

Trade Missions to overseas markets are sponsored by a trade association, Chamber of Commerce or similar non profit-making body. Their purpose is to assess the prospects for British exports in selected markets or to sell or to promote the sale of British products. For approved Outward Missions the BOTB contributes towards the costs of each participant according to a fixed scale.

Inward missions

The BOTB through the Special Export Services Branch offers financial assistance to trade associations and other non profit-making bodies sponsoring visits to Britain by groups of overseas businessmen wishing to purchase British products or assess the latest developments in British industry.

Section 1

Overseas Fairs, Symposia, British Export Marketing Centre Exhibitions (Tokyo), British Shopping Weeks, Store Promotions and Missions taking place with British Overseas Trade Board assistance.

General fairs—page 4 Specialised fairs and symposia—page 5
British Export Marketing Centre exhibitions (Tokyo)—page 22
British shopping weeks and store promotions—page 26
Missions—page 26

General fairs

1977

FRANKFURT:
International Trade Fair (Spring)—27 February-3 March 1977
Joint venture with:
(i) Association of Musical Instrument Industries.
(ii) Piano Manufacturers Association.
(iii) UK Cutlery and Silverware Manufacturers Association.
(iv) British Ceramic Manufacturers Federation.
(v) British Artmetal Manufacturers Export Group
(vi) Design Council.
(vii) British Jewellery and Giftware Federation.
(viii) British Stationery and Office Products Federation.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: passed)

CAIRO:
International Fair—7-21 March 1977
The Department of Trade will organise a British Pavilion.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

LEIPZIG:
International Spring Fair 1977—13-20 March 1977
Joint ventures with:
(i) Scientific Instrument Manufacturers Association.
(ii) Birmingham Chamber of Commerce.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

CARACAS:
British Industrial Exhibition—15-24 March 1977
(Miss A. V. Woodward, Ext. 7011)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—20-28 April 1977
Official Information Office and Joint Ventures with:
(i) Birmingham Engineering and Building Centre.
(ii) Business Equipment Trade Association.
(iii) Birmingham Chamber of Commerce and Industry.
(iv) Association of Hydraulic Equipment Manufacturers.
(v) British Compressed Air Society.
(vi) British Electrical and Allied Manufacturers Association.
(vii) Lighting Industry Federation.
(viii) Electronic Components Centre
(ix) Sira Institute
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

JOHANNESBURG:
Rand Show (A Consumer Orientated Fair)—25 April-7 May 1977
Joint venture with Birmingham Chamber of Industry and Commerce.
(S. J. Seaman, Ext. 325)
(Cut off date: passed)

BUDAPEST:
International Spring Fair—18-26 May 1977
The Department of Trade will organise official participation at this event.
(W. M. McKinnon, Ext. 604)
(Cut off date: passed)

LISBON:
International Fair (FIL)—27 May-7 June 1977
Joint venture with Birmingham Engineering and Building Centre.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

TEL AVIV:
International Trade Fair (Capital Goods) ('Technology 77')—8-15 June 1977
The Department of Trade may organise a British Pavilion at this event.
(Miss H. G. Goldberg, Ext. 571)
(Cut off date: 10.12.76)

POZNAN:
International Technical Goods Fair—12-21 June 1977
The Department of Trade will organise a British Pavilion at this event.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

DAMASCUS:
International Trade Fair—25 July-20 August 1977
The Department of Trade may organise a British Pavilion at this event.
(G. A. Casburn, Ext. 602)
(Cut off date: 14.1.77)

AUCKLAND:
New Zealand International Trade Fair—19-27 August 1977
The Department of Trade will organise a British Pavilion at this event.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 12.12.77).

FRANKFURT:
International Trade Fair (Autumn)—28-31 August 1977
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

LEIPZIG:
International Autumn Fair—4-11 September 1977
Joint venture with appropriate trade association.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

TEHRAN:
5th International Trade Fair—September 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext 602)
(Cut off date: not yet arranged)

PLOVDIV:
International Trade Fair—September 1977
The Department of Trade may organise a British Pavilion at this event.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

ALGIERS:
International Trade Fair—September-October 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

BAGHDAD:
International Fair—1-21 October 1977
The Department of Trade may organise a British Pavilion.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

BUCHAREST:
International Technical Exhibition (Technoexpo)—October 1977
The Department of Trade may organise a British Pavilion at this event.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

1978

FRANKFURT:
International Trade Fair (Spring)—February 1978
Joint venture with appropriate trade associations.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

CAIRO:
International Fair—March 1978
The Department of Trade may organise a British Pavilion.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

LEIPZIG:
International Spring Fair—March 1978
Joint venture with appropriate trade associations.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

BUDAPEST:
International Spring Fair—Spring 1978
The Department of Trade may organise a British Pavilion at this event.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

HANOVER:
Hanover Fair—19-27 April 1978
Joint ventures with appropriate trade associations and Official Information Office.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

POZNAN:
International Technical Goods Fair—June 1978
The Department of Trade may organise a British Pavilion at this event.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

LISBON:
International Fair (FIL)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 15.12.77)

FRANKFURT:
International Trade Fair (Autumn)—August 1978
Joint venture with appropriate trade associations.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

HELSINKI:
International Trade Fair: Consumer Goods—September 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

LEIPZIG:
International Autumn Fair—September 1978
Joint venture with appropriate trade association.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: not yet arranged)

Specialised fairs and symposia

Agriculture, forestry, fishing and agricultural machinery

1977

TORONTO:
Farm and Industrial Equipment Show (Canada Farm Show)—1-4 February 1977
Joint venture with the Agricultural Engineers Association.
(Miss F. J. Cooleen, Ext. 7094)
(Cut off date: passed)

TULARE:
California Farm Equipment Show—8-10 February 1977
Joint venture with Agricultural Engineers Association.
(Miss F. Cooleen, Ext. 7097)
(Cut off date: passed)

LOUISVILLE:
National Farm Machinery Show—16-19 February 1977
Joint venture with Agricultural Engineers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

PARIS:
48th International Agricultural Machinery Exhibition (SIMA)—6-13 March 1977
Joint venture with Agricultural Engineers Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
International Agricultural Exhibition—6-13 March 1977
Joint venture with British Agricultural Export Council.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

ZARAGOZA:
International Agricultural Machinery Fair—26 March-3 April 1977
Official Information Stand manned by representatives of the British Embassy.
(Miss L. M. O'Brien, Ext. 7092)

REGGIO EMILIA:
Pig Fair—28 April-1 May 1977
Joint venture with National Pig Breeders' Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA)—15-24 May 1977
Joint venture with The Machine Tool Trades Association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

HANOVER:
International Exhibition of Poultry and Pig Production—22-25 June 1977
Joint venture with British Agricultural Export Council.
(Miss H. A. V. Smith, Ext, 7201)
(Cut off date: passed)

TEHRAN:
International Agriculture, Water and Food Fair—26 October-4 November 1977
Joint venture with British Agricultural Export Council.
(G. A. Casburn, Ext. 602)
(Cut off date: 28.1.77)

SEATTLE:
Commercial Fishing Exhibition—November 1977
Joint venture with Westminster Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: June 1977)

1978

HARRISBURG:
Pennsylvania Farm Show—January 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext 7097)
(Cut off date: July 1977)

TORONTO:
Canada Farm Show—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

LOUISVILLE:
National Farm Machinery Show—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
49th International Agricultural Machinery Exhibition (SIMA)—March 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
International Agricultural Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

VERONA:
International Agricultural Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.9.77)

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VIENNA / WARSAW.

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Chicago ... ... **21st-24th June, 1977**

ARTS & HANDICRAFTS EXHIBITION

Chicago ... ... **17th-19th July, 1977**

NETHERLANDS

ISOLATIE (1977 3RD TRADE EXHIBITION OF THERMAL, ACOUSTIC, FIRE-PROOF AND CRYOGENIC INSULATION)

Rotterdam ... ... **6th-10th September, 1977**

HOUT 1977 (7TH INTERNATIONAL TRADE EXHIBITION FOR WOOD PRODUCTS AND WOODWORKING MACHINERY)

Rotterdam ... ... **October, 1977**

For further information contact European Representative Roy Wilson and Duda Carr at:

NORMAN F. KEENAN & ASSOCIATES
International Publishing and Exhibition Representatives
Crown House Morden Surrey SM4 5EB England
Telephone: 01-540 1101 Telex: 946726

UNITED KINGDOM

SHOPEX '77 (THE SELF-SERVICE DISPLAY EQUIPMENT & SHOPFITTING EXHIBITION)

National Exhibition Centre, Birmingham ... ... **12th-15th June 1977**

DECOR INTERNATIONAL '77 (THE 12TH INTERNATIONAL CONTRACT FURNISHING & INTERIOR DESIGN EXHIBITION IN CONJUNCTION WITH KITCHENS & BATHROOMS INTERNATIONAL)

Grand Hall, Olympia, London ... ... **26th-30th June 1977**

KITCHENS & BATHROOMS INTERNATIONAL (THE INTERNATIONAL KITCHENS, BATHROOMS & ACCESSORIES EXHIBITION IN CONJUNCTION WITH DECOR INTERNATIONAL)

National Hall, Olympia, London ... ... **26th-30th June 1977**

SPECIBUILD '78 (LONDON'S BUILDING PRODUCTS EXHIBITION FOR THE PROFESSIONAL)

Olympia, London ... ... **16th-19th May 1978**

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SINGAPORE

IMAC 1977(THE INTERNATIONAL EXHIBITION OF MATERIALS HANDLING AND CONSTRUCTION MACHINERY)

National Stadium, Singapore ... ... **5th-9th October, 1977**

with British Overseas Trade Board Joint Venture sponsored by Birmingham Engineering & Building Centre

SOUTH AFRICA

THE INTERNATIONAL MACHINE TOOL & PRODUCTION ENGINEERING EXHIBITION

Milner Park, Johannesburg ... ... **17th-21st October, 1977**

with British Overseas Trade Board Joint Venture sponsored by the EIA and MTTA

PERU

PACIFIC INTERNATIONAL TECHNICAL FAIR

Lima, Peru ... ... **16th-27th November, 1977**

(with special low rate package scheme)

CANADA

CANADIAN MINING AND AGGREGATE EQUIPMENT EXHIBITION

Toronto ... ... **12th-14th October, 1977**

with British Overseas Trade Board Joint Venture sponsored by the London Chamber of Commerce

INTERNATIONAL INTERIOR DESIGN SHOW

Toronto ... ... **8th-10th November, 1977**

with British Overseas Trade Board Joint Venture sponsored by BFMA, BCEPC and BCFA

INTERNATIONAL ELECTRICAL, ELECTRONICS CONFERENCE & EXPOSITION

Toronto ... ... **26th-28th September, 1977**

USA

10TH EUROPEAN FASHION FAIR

New York ... ... **6th-9th March, 1977**

with British Overseas Trade Board Joint Venture sponsored by The British Knitting Export Council

11TH EUROPEAN FASHION FAIR

New York ... ... **25th-28th September, 1977**

9TH EUROPEAN FASHION FAIR

Chicago ... ... **27th February-2nd March, 1977**

ACCESSORY & LEATHER GOODS INTERNATIONAL MARKET

Chicago ... ... **17th-20th April, 1977**

ENCIRCLE TI 24 ON PAGE 46 FOR FURTHER INFORMATION

FRANKFURT:
International Agricultural Exhibition (DLG)—28 April-4 May 1978
Joint venture with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet known)

ZARAGOZA:
International Agricultural Machinery Fair—April 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.10.77)

REGGIO EMILIA:
Pig Fair—April/May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.10.77)

FOGGIA:
Agricultural Fair—April-May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.9.77)

FRANKFURT:
International Agricultural Exhibition (DLG)—28 April-4 May 1978
Joint venture with appropriate trade association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: not yet arranged)

Aircraft and aeronautical equipment

1977

PARIS:
32nd International Aeronautics and Space Exhibition—2-12 June 1977
Joint venture with Society of British Aerospace Companies Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

VIENNA:
International Airport Construction and Equipment Exhibition—7-10 September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 28.2.77)

Books and periodicals

1977

CAIRO:
International Book Fair—26 January-6 February 1977
Joint venture with the Book Development Council.
(P. G. H. Robinson, Ext. 7314)
(Cut off date: passed)

BRUSSELS:
International Book Fair—12-20 March 1977
Joint venture with Book Development Council.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

BOLOGNA:
International Book Fair for Children and Youth—1-4 April 1977
Joint venture with Book Development Council.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

SAN FRANCISCO:
Annual Convention and Exhibition of the American Booksellers Association—28-31 May 1977
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

WARSAW:
International Book Fair—May 1977
Joint venture with Book Development Council.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

NEW YORK:
Special Libraries Association Congress—5-9 June 1977
Joint venture with Association of Learned and Professional Society Publishers
(Miss M. Thorogood, Ext. 7094)
(Cut off date: 1.12.76)

FRANKFURT:
International Book Fair—13-18 October 1977
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

1978

BRUSSELS:
International Book Fair—March 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.11.77)

BOLOGNA:
International Book Fair for Children and Youth April 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

CHICAGO:
Annual Convention and Exhibition of the American Booksellers Association—June 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

USA:
Special Libraries Association Congress—June 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1977)

FRANKFURT:
International Book Fair—September/October 1978
Joint venture with appropriate trade association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: not yet arranged)

Building, public works and construction equipment

1976

TORONTO:
Construction Show—7-9 December 1976
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

1977

BRUSSELS:
International Building Materials and Accessories Exhibition (Batibouw)—11-20 February 1977
Joint venture with Building Materials Export Group.
(Miss L. O'Brien, Ext. 7092)
(Cut off date: passed)

COPENHAGEN:
Building for Billions—19-27 February 1977
Joint venture with Building Materials Export Group.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

MUNICH:
International Construction Machinery Fair (BAUMA)—10-16 March 1977
Joint venture with:
(i) Federation of Manufacturers of Construction Equipment and Cranes.
(ii) British Internal Combustion Engine Manufacturers Association.
(Miss H. J. Archer, Ext 7201)
(Cut off date: passed)

TEHRAN:
International Construction Fair—29 April-6 May 1977
Joint venture with Building Materials Export Group.
(G. A. Casburn, Ext. 602)
(Cut off date: Passed)

STUTTGART:
International Shutter and Blinds Fair (R77)—9-12 June 1977
Joint venture with Birmingham Engineering and Building Centre Ltd.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

SINGAPORE:
International Materials Handling and Construction Machinery Exhibition (IMAC 77)—5-9 October 1977
Joint venture with Birmingham Engineering and Building Centre Ltd.
(P. A. Greig, Ext. 7099)
(Cut off date: 21.2.77)

PARIS:
International Building Exhibition (Batimat)—24 November- 4 December 1977
Joint ventures with:
(i) Building Materials Export Group.
(ii) British Carpet Manufacturers Association.
(Miss L. Cape, Ext. 7211)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Building Materials Exhibition—29 November-3 December 1977
Sponsored by Building Centre Group.
(Contact: D. Clayton, Tel. 01-637 1022)
(S. F. Morris, Ext. 360)
(Cut off date: 28.1.77)

1978

PARIS:
11th International Public Works and Building Equipment Exhibition (Expomat)—May 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Chemicals and allied industries, including plastics

1976

CHICAGO:
National Plastics Exposition—6-10 December 1976
Joint venture with the British Plastics Federation.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 13.12.75)

1977

HOUSTON:
Aiche Petrochemical and Refining Exhibition—21-24 March 1977
Joint venture with Council of British Manufacturers of Petroleum Equipment (CBMPE).
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

BUCHAREST:
International Spring Fair (TIBCO) Chemistry Show—7-15 May 1977
The Department of Trade will organise a British Pavilion at this event.
(W. M. McKinnon, Ext. 604)
(Cut off date, 10.12.76)

COPENHAGEN:
International Biochemical Congress—15-19 August 1977
Joint venture with British Laboratory Ware Association Ltd.
(T. G. Webb, Ext. 7207)
(Cut off date: 30.11.76)

MOSCOW:
The 4th International Exhibition 'Chemistry' (Khimiya 77)—1-15 September 1977
The BOTB may organise a Pavilion.
(L. Devine, Ext. 7213)
(Cut off date: 4.2.77)

TOKYO:
Chemical Plant Engineering Exhibition—26-30 September 1977
Joint venture with London Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: 17.1.77)

1978

BARCELONA:
International Chemical Exhibition (Expoquimia)—March 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.6.77)

MUNICH:
International Trade Exhibition and Congress for Bio Chemical Analysis (Analytica)—April 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

ZAGREB:
9th International Plastics Fair (Plastex)—April 1978
Joint venture with appropriate trade association.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

TORONTO:
Plastics Show of Canada—5-9 June 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: August 1977)

PARIS:
International Plastics and Rubber Exhibition (Europlastique)—13-21 June 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Clothing

1977

PARIS:
European Menswear Exhibition (Spring Session) (SEHM)—5-8 February 1977
Joint ventures with:
(i) Clothing Export Council.
(ii) British Menswear Guild.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

PARIS:
Knitting Industries Exhibition—5-8 February 1977
Joint venture with British Knitting Export Council.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

PARIS:
Children's Fashionwear Exhibition—5-8 February 1977
Joint venture with National Children's Wear Association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

NEW YORK:
European Fashion Fair—6-9 March 1977
Joint venture with British Knitting Export Council.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

COPENHAGEN:
International Fashion Fair—17-20 March 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)—April 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

COLOGNE:
International Men's Fashion Week—21-23 August 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (Autumn Session) (SEHM)—10-13 September 1977
Joint venture with appropriate trade association.
(Miss L. A. Cape Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—25-28 September 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—September 1977
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (Igedo Dessous)—September 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)—23-27 October 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

NEW YORK:
National Association of Men's Sportswear Buyers Show (NAMSB)—October 1977
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

1978

PARIS:
Knitting Industries Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
Cut off date: not yet arranged)

PARIS:
European Menswear Exhibition (SEHM)—February 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

PARIS:
Children's Fashionwear Exhibition—February 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

NEW YORK:
European Fashion Fair—5-8 March 1978
Joint venture with appropriate trade association.
(J. E. Henderson, Ext. 318)
(Cut off date: not yet arranged)

BRNO:
International Consumer Goods Fair—April 1978
Joint venture with appropriate trade association.
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fashion Fair (IGEDO)—April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Display and shop equipment

1978

DUSSELDORF:
5th European Fair Modern Shopfitting and Display with Congress (Euroshop)—7-11 April 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Engineering, electrical and electronic, including radio and television

1977

PARIS:
12th International Lighting Exhibition—12-17 January 1977
Joint venture with Decorative Lighting Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

Technical, Chemical, Electronics, Engineering, Medical, Legal and Commercial Translations

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- SWEDISH
- FINNISH

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TECHNICAL SPECIFICATIONS
INSTRUCTION MANUALS
LEGAL DOCUMENTS
CORRESPONDENCE · PATENTS, ETC.

ENCIRCLE TI 16 ON PAGE 46 FOR FURTHER INFORMATION

TOKYO:
Internepcon—26-29 January 1977
Joint venture with Westminster Chamber of Commerce.
(R. King, Ext. 7317)
(Cut off date: passed)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—1-3 March 1977
Joint venture with the Westminster Chamber of Commerce.
(F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

PARIS:
Audio-Engineering Society Convention and Exhibition—1-4 March 1977
Joint venture with Association of Professional Recording Studios.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

WASHINGTON:
National Association of Broadcasters Convention and Exhibition—27-30 March 1977
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 3.12.76)

PARIS:
Exhibition of Electronic Components—31 March-6 April 1977
Joint venture with Electronic Components Board.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: 31.12.76)

NEW YORK:
Institute of Electrical and Electronic Engineers 19-21 April 1977
Joint venture with the Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

CANNES:
International Television Programme Market (MIP-TV)—22-28 April 1977
Joint venture with Film Production Association of Great Britain.
(R. E. Newton, Ext. 7205)
(Cut off date: 11.2.77)

MONTREUX:
International Television Equipment Exhibition—3-9 June 1977
Joint venture with Electronic Engineering Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

CHICAGO:
Summer Consumer Electronics Show—5-8 June 1977
Joint venture with Federation of British Audio.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

MOSCOW:
The 2nd International Exhibition of Electrotechnical Equipment and Power Transmission Lines (Elektro 77)—9-23 June 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(L. Devine, Ext. 7213)
(Cut off date: passed)

DALLAS:
National Computer Conference—13-16 June 1977
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

SAN FRANCISCO:
Western Electronic Show and Convention (Wescon)—20-23 September 1977
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.4.77)

ATLANTA:
International Telecommunications Exposition (Intelcom '77)—10-14 October 1977
Joint venture with Electronic Engineering Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

GOTHENBURG:
Electrical Engineering Fair (Elfack 77)—11-15 October 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(T. G. Webb, Ext. 7207)
(Cut off date: 11.1.77)

VIENNA:
'Internepcon/Vienna '77'—9-12 November 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 9.5.77)

MUNICH:
Exhibition and Congress for Electronics Production (Productonica)—22-26 November 1977
Joint venture with Sira Institute.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: 28.2.77)

1978

USA:
National Computer Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

PARIS:
13th International Lighting Exhibition—January 1978
Joint venture with appropriate trade association.
R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

ANAHEIM:
National Electronic Packaging and Production Conference and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

USA:
Institute of Electrical and Electronic Engineering (Electro)—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

USA:
National Association of Broadcasters Convention and Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

STOCKHOLM:
International Instruments and Measurements Techniques Trade Fair (IM)—24-28 April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

PARIS:
Exhibition of Electronic Components April 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

CANNES:
International Television Programme Market (MIP-TV)—April 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHIGACO:
Summer Consumer Electronics Show April 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

SAN FRANCISCO:
Western Electronic Show and Convention (Wescon)—September 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: April 1977)

COPENHAGEN:
Electronik '78—October 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

Engineering, other

1976

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess 76)—30 November-4 December 1976
Joint venture with the Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

GOTHENBURG:
Scanautomatik—Hydraulics, Pneumatics and Automation Trade Fair—1-5 December 1976
Joint venture with Association of Hydraulic Equipment Manufacturers.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

1977

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—14-17 March 1977
Joint venture with Machine Tool Trades Association.
(M. B. Seymour, Ext. 265)
(Cut off date: passed)

PHILADELPHIA:
Gas Turbine Conference and Products Show—27-31 March 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

CHICAGO:
Design Engineering Show and Conference—9-12 May 9177
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

CHICAGO:
Plant Engineering and Maintenance Show—9-12 May 9177
Joint venture with London Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

HANOVER:
International Trade Fair for Machinery and Equipment for the Wood Industry (LIGNA)—15-24 May 1977
Joint venture with The Machine Tool Trades Association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

TORONTO:
National Industrial Production and Machine Tool Show—16-20 May 1977
Joint ventures with:
(i) Gauge and Toolmakers Association.
(ii) Birmingham Chamber of Commerce.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

PARIS:
International Design Engineering Exhibition and Congress (INOVA)—13-17 June 1977
Joint venture with appropriate trade association,
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

HELSINKI:
International Technical Fair—20-24 September 1977
Joint ventures with:
(i) Birmingham Chamber of Industry and Commerce.
(ii) Institute of Packaging.
(T. G. Webb, Ext. 7207)
(Cut off date: 21.1.77)

PARIS:
6th International Hydraulics and Compressed Air Exhibition (Mecanelem)—20-25 June 1977
Joint venture with the Association of Hydraulic Equipment Manufacturers Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

MELBOURNE:
International Engineering Exhibition—25-30 July 1977
The Department of Trade will organise a British Pavilion at this event.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 12.12.76)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss J. Archer, Ext. 7201)
(Cut off date: passed)

HANOVER:
International Machine Tool Exhibition (EMO)—20-29 September 1977
Joint venture with the Machine Tool Trades Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: 14.12.76)

ESSEN:
Welding and Cutting Exhibition—21-28 September 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO: see BEMC panel page 22

BRNO:
International Engineering Fair—September 1977
Joint venture with appropriate trade association.
(M. J. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

SINGAPORE:
International Materials Handling and Construction Machinery Exhibition (IMAC 77)—5-9 October 1977
Joint venture with Birmingham Engineering and Building Centre Ltd.
(P. A. Greig, Ext. 7099)
(Cut off date: 21.2.77)

STOCKHOLM:
International Technical Fair—6-12 October 1977
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

JOHANNESBURG:
Machine Tools and Production Engineers Exhibition—17-21 October 1977
Joint venture with:
(i) Engineering Industries Association.
(ii) Machine Tool Trades Association.
(S. J. Seaman, Ext. 325)
(Cut off date: 27.2.77)

TOKYO: see BEMC panel page 22

CHICAGO:
Hydraulics and Pneumatics Show—25-27 October 1977
Joint venture with Association of Hydraulic Equipment Manufacturers.
(Miss M. Thorogood, Ext. 7094)
(Cut off date: May 1977)

SINGAPORE:
South-East Asian Production Machinery and Industrial Development Show (Machine Asia)—7-11 November 1977
Department of trade may organise a British Pavilion.
(P. A. Greig, Ext. 7099)
(Cut off date: 10.12.76)

ZURICH:
International Trade Fair for High Precision Techniques Dimensional Measurement and Control (Microtechnic)—14-19 November 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.2.77)

1978

USA:
Design Engineering Show and Conference—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
Plant Engineering and Maintenance Show—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

LOS ANGELES:
Western Metal and Tool Exposition (Westec)—March 1978
Joint venture with appropriate trade association.
(M. D. Seymour, ext. 265)
(Cut off date: not yet arranged)

ZAGREB:
7th International Fair of Transport, Communications and Mechanical Handling—April 1978
Joint venture with appropriate trade association.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

AMSTERDAM:
International Exhibition for Traffic Engineering 'Intertraffic'—May 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

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BRUSSELS:
International Industrial Equipment Exhibition—May 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.9.77)

BASLE:
International Wire Exhibition—June 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 30.6.77)

MILAN:
International Exhibition of Hydraulic Pneumatic and Lubricating Apparatus (FLUID)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.10.77)

MOSCOW:
Organisation and Equipment for Technical Service and Repair of Cars 'Autoservis 78'—June/July 1978
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Technique in Chemistry (ILMAC)—27 September-1 October 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 15.11.77)

Foodstuffs, food machinery, hotel and catering equipment

1977

AMSTERDAM:
International Hotel/Cafe and Restaurant Exhibition (Horecava)—10-13 January 1977
Joint venture with London Chamber of Commerce and Industry.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—31 January-4 February 1977
Joint venture with British Food Export Council.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

BRNO:
International Food Salon (Salima 77)—16-23 February 1977
Joint venture with London Chamber of Commerce.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

COPENHAGEN:
4th International Food Fair and Congress—29 March-3 April 1977
Joint venture with British Food Export Council.
(T. C. Webb, Ext. 7207)
(Cut off date: passed)

MUNICH:
International Bakery Trade Fair (IBA)—7-15 May 1977
Joint venture with the Process Plant Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—28 May-6 June 1977
Joint venture with British Food Export Council.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.76)

FRANKFURT:
International Meat Trade Fair (IFFA)—5-12 June 1977
Joint venture with London Chamber of Commerce and Industry.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

NEW ORLEANS:
National Fancy Food and Confection Show—12-15 June 1977
Joint venture with British Food Export Council.
(M. J. Low, Ext. 7204)
(Cut off date: 7.1.77)

JOHANNESBURG:
Hotel and Catering Exhibition—13-17 June 1977
Joint venture with London Chamber of Commerce.
(S. J. Seaman, Ext. 323)
(Cut off date: 13.12.76)

JOHANNESBURG:
International South African Packaging and Food Processing Exhibition (Pakprocess)—29 August-2 September 1977
Joint venture with the Institute of Packaging.
(S. J. Seaman, Ext. 325)
(Cut off date: 31.1.77)

MUNICH:
International Exhibition of Brewery and Beverage Machinery (Interbrau)—9-16 September 1977
Joint venture with:
(i) Process Plant Association.
(ii) Allied Brewery Traders' Association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

COLOGNE:
International Fine Foods and Provisions Exhibition (ANUGA)—10-15 September 1977
Joint venture with British Food Export Council.
(A. S. Rees, Ext. 7045)
(Cut off date: 3.1.77)

MALMO:
8th International Hotel and Restaurant Show (RESTA VIII)—11-14 October 1977
Joint venture with London Chamber of Commerce and Industry.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

DUBLIN:
International Food and Drink Equipment Exhibition (IFDEX)—16-20 October 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.3.77)

PARIS:
International Hotel and Catering Equipment (Equiphotel)—16-24 October 1977
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

TEHRAN:
International Agriculture, Water and Food Fair—26 October-4 November 1977
Joint venture with British Agricultural Export Council.
(G. A. Casburn, Ext. 602)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—17-23 November 1977
Joint venture with London Chamber of Commerce and Industry.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 11.12.76)

BARCELONA:
Hotel Management Maintenance Equipment and Gastronomy Exhibition (Hogarotel)—November/December 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 17.5.77)

1978

AMSTERDAM:
International Hotel, Café and Restaurant Exhibition (Horecava)—January 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

BRNO:
International Food Salon (Salima 78)—February 1978
Joint venture with appropriate trade association(s).
(M. Dempsey, Ext. 7246)
(Cut off date: not yet arranged)

COLOGNE:
International Sweets and Biscuits Fair (ISM)—February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MOSCOW:
Equipment and Machinery for Food Industry, Trade and Public Catering Establishments—March/April 1978
Joint venture with appropriate trade association.
(L. Devine, Ext. 7213)
(Cut off date: not yet arranged)

BOLOGNA:
International Foodstuffs Exhibition (SIA)—May/June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 14.12.77)

NEW ORLEANS:
National Fancy Food and Confectionery Show—June 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Footwear

1977

BOLOGNA:
International Shoe and Leather Fair—4-8 March 1977
Joint venture with British Footwear Manufacturers' Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

DUSSELDORF:
European Footwear Samples Display (GDS)—26-28 March 1977
Joint venture with British Footwear Manufacturers' Federation.
(A. S. Rees, Ext. 7045)
(Cut off date: 26.11.76)

DUSSELDORF:
European Footwear Samples Display (GDS)—September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.77)

ATLANTIC CITY:
Footwear Manufacturing Conference—October 1977
Joint venture with Shoe and Allied Traders Research Association.
(Miss K. M. Throrogood, Ext. 7094)
(Cut off date: 28.2.77)

1978

BOLOGNA:
International Shoe and Leather Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.77)

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DUSSELDORF:
European Samples Display (GDS)—March 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.78)

Furniture, furnishings, household equipment and hardware

1977

PARIS:
11th International Carpet and Floor Covering Exhibition (Salon du Tapis)—8-13 January 1977
Joint venture with British Carpets Manufacturers Association.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

CHICAGO:
National Floorcovering Mart—9-14 January 1977
Joint venture with British Carpets Export Promotion Council.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint ventures with:
(i) British Carpet Export Association.
(ii) National Wool Textile Export Corporation.
(iii) Irish Linen Guild.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: passed)

PARIS:
9th International Furniture Exhibition—13-17 January 1977
Joint ventures with:
(i) British Furniture Manufacturers' Federated Associations.
(ii) Kitchen Furniture Manufacturers' Associations.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

DALLAS:
Dallas Winter Homefurnishing Market and Contract Design Show—16-21 January 1977
Joint venture with:
(i) British Furniture Manufacturers' Federated Association.
(ii) Contract Furnishing Association.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

COLOGNE:
International Trade Fair for Large Household Apparatus and Electrical Appliances (Domotechnica)—10-13 February 1977
Joint venture with:
(i) The Association of Manufacturers of Domestic Electrical Appliances.
(ii) The Birmingham Engineering and Building Centre Ltd.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

COLOGNE:
International Housewares Fair—12-14 February 1977
Joint ventures with:
(i) Hardware Manufacturers' Association.
(ii) United Kingdom Cutlery and Silverware Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COLOGNE:
International Hardware Fair—13-15 February 1977
Joint ventures with:
(i) Hardware Manufacturers' Association.
(ii) Federation of British Hand Tool Manufacturers.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TORONTO:
Canadian Hardware Show—13-16 February 1977
Joint venture with Hardware Manufacturers Association.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DUBLIN:
Irish Hardware and Housewares Trade Fair—28-31 March 1977
Joint venture with Hardware Manufacturers Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: 3rd Furniture Exhibition—5-9 April 1977
British Furniture Manufacturers Export Club.
(J. A. Diab, Tel. 01-580 6300)
(R. King, Ext. 7317)
(Cut off date: passed)

HIGH POINT, NORTH CAROLINA:
High Point Southern Furniture Exhibition—14-22 April 1977
Joint venture with British Furniture Manufacturers Federated Associations.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

COLOGNE:
International Accessory, Machinery and Materials Fair for Furniture Production, Interior Decoration and Furnishing (Interzum)—14-17 May 1977
Joint venture with Birmingham Chamber of Industry and Commerce.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

MILAN:
Carpets and Furnishing Textiles Fair (STAR)—21-25 May 1977
Joint venture with British Carpet Manufacturers Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

CHICAGO:
National Exposition of Contract Interior Furnishings (Neocon)—21-24 June 1977
Joint venture with British Carpet Manufacturers Association.
(J. E. Henderson, Ext. 318)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Housewares Exhibition—5-9 July 1977
Sponsored by Hardware Manufacturers Association.
(P. J. Kynaston, Tel. Amersham 21431)
(R. King, Ext. 7317)
(Cut off date: passed)

CHICAGO:
National Hardware Show—August 1977
Joint venture with Gardenex.
(M. J. Low, Ext. 7204)
(Cut off date: 30.11.76)

UTRECHT:
International Furniture Exhibition—12-17 September 1977
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

PARIS:
6th International Hardware Trade Show (Quojem)—25-28 September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 15.3.77)

LYONS:
International Furniture Exhibition (Meuropam) 1-4 October 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 21.1.77)

HIGH POINT, NORTH CAROLINA:
High Point Southern Furniture Exhibition—October 1977
Joint venture with British Furniture Manufacturers Federated Associations.
(J. E. Henderson, Ext. 318)
(Cut off date, passed)

BRUSSELS:
International Furniture Show—November 1977
Joint venture with British Furniture Manufacturers Federated Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.4.77)

TORONTO:
International Interior Design Show—November 1977
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
International Hotel and Catering Exhibition (IGEHO)—November 1977
Joint venture with London Chamber of Commerce and Industry.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 16.12.76)

1978

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—11-15 January 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

COLOGNE:
International Furniture Fair—January 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Trade Fair for large Household Apparatus and Electrical Appliances (Domotechnica)—February 1978
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Hardware Fair—February 1978
Joint venture with appropriate trade association.
(P. F Aitken, Ext. 7203)
(Cut off date: not yet arranged)

TORONTO:
Canadian Hardware Show—February 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

COLOGNE:
International Houseware Fair—February 1978
Joint ventures with appropriate trade associations.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

MILAN:
Carpets and Furnishing Textile Fair—May 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 30.11.77)

PARIS:
12th International Carpet and Floor Covering Exhibition—8-12 June 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 30.11.77)

CHICAGO:
National Hardware Show—August 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

MILAN:
International Household Goods and Hardware Exhibition (MACEF)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 3.2.78)

MILAN:
International Furniture Fair—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 2.1.78)

VALENCIA:
International Furniture Fair—October 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.3.78)

LYONS:
International Furniture Exhibition (Meuropam)—October 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

PARIS:
7th International Hardware Trade Show (Quojem)—October 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

Gas and oil extraction and distribution including offshore activities

1977

HOUSTON, TEXAS:
9th Annual Offshore Technology Conference—2-5 May 1977
Joint venture with Association of British Oceanic Industries.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

1978

SINGAPORE:
Offshore Oil Exhibition and Technical Conference—1978
Joint venture with appropriate trade association.
(P. A. Greig, Ext. 7099)
(Cut off date: not yet arranged)

AMSTERDAM:
European Exhibition for Petroleum Technology (Petrotech)—April 1978
Joint venture with appropriate trade association.
(Miss H. J. Archer, Ext. 7201)
(Cut off date: not yet arranged)

HOUSTON:
10th Annual Offshore Technology Conference—May 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

CALGARY:
National Petroleum Show—June 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

STAVANGER:
'Offshore North Sea' Oil and Gas Exploitation Exhibition—September 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

Heating and ventilating

1977

CHICAGO:
International Aid Conditioning, Heating, Refrigeration Exposition—14-17 February 1977
Joint venture with Heating, Ventilating and Air-Conditioning Manufacturers Association Ltd.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

FRANKFURT:
9th International Sanitation, Heating and Air Conditioning Exhibition (ISH)—23-27 March 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association Ltd. (Hevac)
(Miss S. J. Parkes, Ext. 699)
(Cut off date: passed)

PARIS:
5th International Heating, Refrigerating and Air Conditioning Exhibition (Interclima)—6-11 June 1977
Joint venture with Heating, Ventilating and Air Conditioning Manufacturers Association Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1978

UTRECHT:
International Heating and Ventilating Exhibition—8-14 March 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

HELSINKI:
International Building, Heating, Plumbing and Air Conditioning Exhibition—April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

Horticulture and horticultural equipment

1977

COLOGNE:
International Garden Trade Fair—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

Hospital, medical, surgical and dental equipment

1976

STOCKHOLM:
Hospital 76—28 November-4 December 1976
Joint venture with British Health-Care Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

LAGOS:
UK-Nigerian Medical Seminar and Exhibition—13-17 December 1976
British pavilion organised in conjunction with British Health-Care Export Council.
(D. A. Williamson, Ext. 663)
(Cut off date: passed)

1977

TOKYO:
All British Medical Equipment Exhibition and Seminar—7-12 February 1977
Sponsored by British Health-Care Export Council.
(S. F. Morris, Ext. 360)
(Cut off date: passed)

ANAHEIM:
24th Congress of the Association of Operating Nurses—22-25 March 1977
Joint venture with British Health-Care Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

DUSSELDORF:
20th International Dental Show—28 March-2 April 1977
Joint venture with British Dental Trade Association.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

UTRECHT:
International Hospital Equipment Exhibition (Medica '77)—3-7 May 1977
Joint venture with British Health-Care Export Council.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: passed)

DUSSELDORF:
Ophthalmic Exhibition and Congress (Optica 1977)—14-17 May 1977
Joint venture with Federation of Manufacturing Opticians.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

ZAGREB:
Medicine and Medical Aids Exhibition—16-21 May 1977
Joint venture with British Surgical Export Group.
(W. M. McKinnon, Ext. 604)
(Cut off date: passed)

HANOVER:
International Hospital Exhibition (Interhospital '77)—7-10 June 1977
Joint venture with British Health-Care Export Council.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

ZURICH:
International Trade Fair for Hospital and Medical Equipment (IFAS)—14-18 June 1977
Joint venture with British Health-Care Export Council.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

UPPSALA:
Anaesthesiological Congress and Exhibition—28 June-2 July 1977
Joint venture with British Health-Care Export Council.
(T. G. Webb, Ext. 7207)
(Cut off date: 25.11.76)

PARIS:
2nd World Congress on Intensive Care—19-23 September 1977
Joint venture with British Health-Care Export Council.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

GENOA:
International Exhibition of Equipment and Materials for Dentists and Dental Mechanics—1-4 October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.4.77)

NEW ORLEANS:
American Society of Anaesthesiologists—15-19 October 1977
Joint venture with British Health-Care Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 31.3.77)

RIO DE JANIERO:
14th International Congress of Radiology—23-29 October 1977
Joint venture with British Electrical and Allied Manufacturers Association on behalf of the Association of X-Ray Equipment Manufacturers.
(Miss A. V. Woodward, Ext. 7011)
(Cut off date: 22.3.77)

NEW ORLEANS
American Association for Respiratory Therapy Exhibition—3-9 November 1977
Joint venture with British Health-Care Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet known)

MIAMI:
Annual Scientific Session of the American Heart Association—28 November-1 December 1977
Joint venture with British Health-Care Export Council.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

DUSSELDORF:
International Exhibition and Congress on Diagnostics (Medica)—November 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

1978

PARIS:
Public Hospitals Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

Jewellery and giftware

1977

PARIS:
63rd Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—16-20 January 1977
Joint venture with British Ceramic Manufacturers Association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Fair—6-9 February 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

CHICAGO:
Gift Show—13-18 February 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

NEW YORK:
Gift Show—27 February-4 March 1977
Joint venture with the Westminster Chamber of Commerce.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre British Jewellery and Giftware Exhibition—1-5 March 1977
Sponsored by the British Jewellery and Giftware Federation.
(Contact: J. W. F. McConnell, Tel. 01-606 0871)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

PARIS:
The Business Gifts Fair—1-6 April 1977
Joint venture with British Premium Merchandise Association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: 15.1.77)

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—16-25 April 1977
Joint ventures with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

NEW YORK:
International Jewellery Trade Show—23-27 July 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—August 1977
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

NEW YORK:
International Jewellery Trade Fair—February 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

CHICAGO:
Gift Show—February 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

NEW YORK:
Gift Show—February 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

PARIS:
The Business Gifts Fair—April 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

BASLE:
Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.4.77)

NEW YORK:
International Jewellery Trade Show—July 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

LOS ANGELES:
Pacific Jewellery Show—August 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Leather, leather goods and fur

1977

BOLOGNA:
International Shoe and Leather Fair—4-8 March 1977
Joint venture with British Footwear Manufacturers Federation.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

PARIS:
International Leather Week—8-12 September 1977
Joint ventures with appropriate trade associations.
(R. E. Newton, Ext. 7205)
(Cut off date: 31.3.77)

MILAN:
International Footwear and Leather Show (MICAM)—September 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.77)

1978

BOLOGNA:
International Shoe and Leather Fair—March 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.8.77)

PARIS:
International Leather Week—9-12 September 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

MILAN:
International Footwear and Leather Show (MICAM)—September 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.3.78)

Motor vehicles, motor cycles and cycles

1977

BRUSSELS:
International Motor Show (Commercial Vehicles)—12-23 January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: not applicable)

MONTREAL:
International Motor Show—January 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

CINCINNATI:
Motor Cycle and Accessory Trade Show—18-20 February 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

NEW YORK:
International Cycle Show—20-22 February 1977
Joint venture with Cycle and Motor Cycle Association Service Co. Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—28 February-3 March 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss F. J. Coolen, Ext. 7097)
(Cut off date: passed)

TORONTO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 10.1.77)

CHICAGO:
Automobile Show—February 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.77)

MALMO:
Motor Show—5-13 March 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

GENEVA:
International Motor Show (Car Manufacturers) —17-27 March 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: not applicable)

GOTHENBURG:
International Trade Fair for Garages and Car Repair (AUTO 77)—30 March-3 April 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

BELGRADE:
International Motor Show—1-10 April 1977
Joint venture with the Society of Motor Manufacturers and Traders Ltd.
(W. M. McKinnon, Ext. 604)
(Cut off date: passed)

CHICAGO:
The International Electric Vehicle Expo— 26-29 April 1977
Joint venture with Westminster Chamber of Commerce.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre Automobile Accessories and Components Exhibition—10-14 May 1977
Sponsored by the Society of Motor Manufacturers and Traders Ltd.
(E. J. Jones, Tel: 01-235 7000)
(R. King, Ext. 7313)
(Cut off date: passed)

LOS ANGELES:
Imported Automobile Show—May 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.77)

FRANKFURT:
International Motor Show—15-25 September 1977
Joint venture with Society of Motor Manufacturers and Traders Ltd.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: passed)

PARIS:
International Motor Exhibition—6-16 October 1977
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

CHICAGO:
Automotive Parts and Accessories Association (APAA) Show—15-17 November 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: May 1977)

MILAN:
International Cycle and Motor Cycle Exhibition—November 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.5.77)

1978

MONTREAL:
International Motor Show—January 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 15.12.77)

CINCINNATI:
Motor Cycle and Accessory Trade Show— February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

NEW YORK:
International Cycle Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

CHICAGO:
Automobile Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.1.78)

DETROIT:
Society of Automotive Engineers Exposition and Congress (SAE)—February 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: July 1977)

MALMO:
Motor Show—March 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

LOS ANGELES:
Imported Automobile Show—May 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: 1.4.78)

FRANKFURT:
International Exhibition of Automobile Workshop Gauge Equipment (Automechanika)— September 1978
Joint ventures with appropriate trade associations.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

CHICAGO:
Automotive Parts and Accessories Association Show (APAA)—17-19 October 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 1.5.78)

Music and musical instruments

1977

CANNES:
11th International Record and Music Publishing Market (MIDEM)— 21-27 January 1977
Joint ventures with:
(i) Music Publishers Association Ltd.
(ii) British Phonographic Industries Ltd.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

ATLANTA:
National Association of Music Merchants Show—June 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

USA:
International Musexpo '77—September 1977
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

1978

CANNES:
12th International Record and Music Publishing Market (MIDEM)—January 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
National Association of Music Merchants Show —June 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

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Office machinery and equipment

1977

PARIS:
28th International Business Machines and Office Equipment (SICOB)—22-30 September 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 2.5.77)

CHICAGO:
National Office Products Association Show—28 September-2 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

MUNICH:
International Congress and Exhibition for Computer Systens and their application (Systems 77)—17-21 October 1977
Joint venture with Business Equipment Trade Association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: 25.2.77)

1978

PARIS:
29th International Business Machines and Office Equipment (SICOB)—September 1978
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: not yet arranged)

CHICAGO:
National Office Products Association Show (NOPA)—4-8 October 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

Packaging machinery and materials, including containers

1977

JOHANNESBURG:
International South African Packaging and Food Processing Exhibition (Pakprocess)—29 August-2 September 1977
Joint venture with the Institute of Packaging.
(S. J. Seaman, Ext. 325)
(Cut off date: 31.1.77)

1978

STOCKHOLM:
International Exhibition for Supplies to the Pulp, Paper Board and Conversion Industry (SPCI)—4-7 April 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

UTRECHT:
International Packaging Exhibition (Macropak) —May 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

DUSSELDORF:
International Fair for Packaging Machines, Packing Materials, Confectionery Machines (Interpack)—8-14 June 1978
Joint venture with Institute of Packaging.
(P. F. Aitken, Ext. 7203)
(Cut off date: 17.12.76)

USA:
National Packaging Show—October 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext 265)
(Cut off date: not yet arranged)

Photographic equipment

1977

DALLAS:
National Microfilm Association Annual Convention Exposition—17-20 May 1977
Joint venture with Business Equipment Trade Association.
(M. D. Seymour, Ext. 265)
(Cut off date: passed)

PARIS:
32nd International Photographic, Cinema and Optical Exhibition—5-13 November 1977
Joint venture with appropriate trade association.
(R. E. Newton, Ext. 7205)
(Cut off date: 1.3.77)

1978

USA:
National Microfilm Association Annual Convention Exposition—1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

Pottery and glassware

1977

ATLANTIC CITY:
China and Glass Show—9-13 January 1977
Joint venture with British Jewellery and Giftware Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

1978

ATLANTIC CITY:
China and Glass Show—January 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Printing, stationery and printing machinery

1977

BRNO:
International Packaging and Printing Exhibition (Embax-Print)—4-8 April 1977
Joint venture with London Chamber of Commerce.
(M. Dempsey, Ext. 7246)
(Cut off date: passed)

NEW YORK:
Stationery Show—15-18 May 1977
Joint venture with British Stationery and Office Productions Federation.
(M. J. Low, Ext. 7204)
(Cut off date: passed)

DUSSELDORF:
International Printing Machinery Exhibition (Drupa '77)—3-16 June 1977
Joint venture with British Printing Machinery Association.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

CHICAGO:
'Graph Expo '77'—10-13 October 1977
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

1978

ZAGREB:
International Fair of Printing and Paper Industry (Intergrafika)—1978
Joint venture with appropriate trade association.
(W. M. McKinnon, Ext. 604)
(Cut off date: not yet arranged)

NEW YORK:
Stationery Show—May 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

Scientific instruments and nuclear equipment

1977

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Applied Spectroscopy 28 February-4 March 1977
Joint venture with Scientific Insfrument Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

MOSCOW:
Exhibition of Secondary Standards, Prototype Measuring Systems and Precision Instruments (Metrology)—29 March-8 April 1977
Joint venture with Scientific Instrument Manufacturers Association.
(L. Devine, Ext. 7213)
(Cut off date: passed)

CHICAGO:
Federation of American Societies of Experimental Biology Exhibition and Conference—3-8 April 1977
Joint venture with Scientific Instruments Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

MUNICH:
Exhibition for Electro-Optical Systems and their applications in Industry and Research (Laser '77) —20-24 June 1977
Joint venture with SIRA Institute Ltd.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO:
All Japan Scientific Instruments Show—September/October 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 360)
(Cut off date: not yet arranged)

DUSSELDORF:
International Congress and Exhibition for Instrumentation and Automation (Interkama)—6-12 October 1977
Joint venture with the SIMA.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

ANAHEIM:
Electro Optics/Laser Conference and Exhibition—25-27 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: 29.4.77)

MADRID:
Instrumentation and Technical Exhibition (Instrumentalia)—October 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.2.77)

ZURICH:
International Trade Fair for High Precision Technique Dimensional Measurement and Control (Microtecnic)—14-19 November 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.2.77)

PARIS:
Laboratory Exhibition—
29 November-4 December 1977
Joint venture with British Laboratory Ware Association.
(R. E. Newton, Ext. 7205)
(Cut off date: 14.2.77)

TOKYO:
British Export Marketing Centre—
8-12 November 1977
British Export Marketing Centre
2nd Electro-Optics and Laser Equipment Exhibition—November 1977
Sponsored by SIRA Institute.
(Contact W. A. Seatherton, Tel. 01-467 2636)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

1978

CLEVELAND:
Pittsburg Conference on Analytical Chemistry and Allied Spectroscopy—6-10 March 1978
Joint venture with appropriate trade association.
(Mis F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Federation of American Societies of Experimental Biology and Conference—9-14 April 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

MUNICH:
International Trade Exhibition and Congress for Biochemical Analysis (Analytica)—April 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

BASLE:
International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (Ilmac)—
27 September-1 October 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 15.11.77)

BASLE:
International Nuclear Industries Fair (Nuclex)—
3-10 October 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.11.77)

Ships and boats

1977

TORONTO:
International Boat Show—13-23 January 1977
Joint venture with Ship and Boat Builders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

PARIS:
International Pleasure Boat Exhibition—
13-24 January 1977
Joint venture with Ship and Boat Builders National Federation.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
International Boat Show—22-30 January 1977
Joint venture with Ship and Boat Builders National Federation.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre
Association of British Oceanic Industries Seminar—1-5 February 1977
(S. F. Morris, Ext. 360)
(Cut off date: passed)

GOTHENBURG:
International Boat Show—4-13 February 1977
Joint venture with Ship and Boat Builders National Federation.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

MIAMI:
International Boat Show—17-23 February 1977
Joint venture with Ship and Boatbuilders National Federation.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

STOCKHOLM:
International Boat Show—
24 February-6 March 1977
Joint venture with Ship and Boat Builders National Federation.
(T. G. Webb, Ext. 7207)
(Cut off date: passed)

AMSTERDAM:
HISWA Sail and Power Boat Show—
4-13 March 1977
Joint venture with Ship and Boat Builders National Federation.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

TOKYO:
International Boat Show—31 March-4 April 1977
Joint venture with Ship and Boat Builders National Federation.
(R. King, Ext. 7317)
(Cut off date: 8.12.76)

OSLO:
International Shipping Exhibition (Nor Shipping '77)—9-14 May 1977
Joint ventures with:
(i) Shipbuilders and Repairers National Association.
(ii) British Marine Equipment Council.
(T. G. Webb, Ext. 7207).
(Cut off date: passed)

CHICAGO:
Marine Trades Exhibition and Conference—September 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

BRAZIL:
Marine Exhibition (Riomar)—10-15 October 1977
Joint venture with British Marine Equipment Council.
(Miss A. V. Woodward, Ext. 7011)
(Cut off date: 10.12.76)

HAMBURG:
EMTEC and International Boat Show—
20-30 October 1977
Joint venture with appropriate trade association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1977
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.3.77)

LONG BEACH:
SCMA Sailboat Show—October 1977
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

1978

DUSSELDORF:
International Boat Show—January 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

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PARIS:
International Pleasure Boat Exhibition—January 1978
Joint venture with appropriate trade association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: not yet arranged)

MIAMI:
International Boat Show—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GOTHENBURG:
International Boat Show—February 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

STOCKHOLM:
International Boat Show—March 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

AMSTERDAM:
International Sail and Power Boat Show—March 1978
Joint venture with appropriate trade association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: not yet arranged)

ATHENS:
International Shipping Exhibition (Posidonia)—June 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 31.7.77)

CHICAGO:
Marine Trades Exhibition and Conference—September 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

LONG BEACH:
SCMA Sailboat Show—October 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

ANNAPOLIS:
United States Sailboat Show—October 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

GENOA:
International Boat Show—October 1978
Joint venture with appropriate trade association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: 1.3.78)

Sports goods and camping equipment, including caravans

1977

CHICAGO:
National Sporting Goods Association Show—3-6 February 1977
Joint venture with:
(i) Camping Trades Association.
(ii) Federation of British Manufacturers of Sports and Games.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana 77) —2-7 March 1977
Joint venture with British Agricultural Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

COLOGNE:
International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture (SPOGA)—25-27 September 1977
Joint venture with appropriate trade association.
(A. S. Rees, Ext. 7045)
(Cut off date: not yet arranged)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations—12-15 October 1977
Joint venture with Building Centre Group.
(A. S. Rees, Ext. 7045)
(Cut off date: 7.1.77)

1978

HOUSTON:
National Sporting Goods Association Show—February 1978
Joint ventures with appropriate trade associations.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

Textiles and textile machinery

1977

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—12-16 January 1977
Joint ventures with:
(i) British Carpet Export Association.
(ii) National Wool Textile Export Corporation.
(iii) Irish Linen Guild.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

OSAKA:
5th Japan International Exhibition of Textile Machinery (Jitema '77)—5-12 March 1977
Joint venture with appropriate trade association.
(S. F. Morris, Ext. 360)
(Cut off date: not yet arranged)

ATLANTIC CITY:
Knitting Arts Exhibition—25-30 April 1977
Joint venture with British Textile Machinery Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 6.1.77)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—10-13 May 1977
Joint venture with the National Wool Textile Export Corporation.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

SAO PAULO:
Textile Machinery and Equipment Exhibition (ITMEX)—10-18 September 1977
Joint venture with British Textile Machinery Association.
(N. J. D. Robinson, Ext. 7011)
(Cut off date: 10.3.77)

ATLANTA:
Bobbin Show—28-30 September 1977
Joint venture with Clothing Institute.
(Mrs K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—November 1977
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

1978

FRANKFURT:
International Trade Fair for Home Furnishing Textiles (Heimtex)—11-15 January 1978
Joint venture with appropriate trade association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: not yet arranged)

GREENVILLE—SOUTH CAROLINA:
American Textile Machinery Exhibition-International (ATME-1)—27 April -5 May 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: 7.3.77)

FRANKFURT:
International Textiles for Clothing Exhibition (Interstoff)—May 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

Toys and games

1977

NUREMBERG:
International Toy Fair—5-11 February 1977
Joint venture with British Toy Manufacturers Association.
(P. D. Reardon, Ext. 7080)
(Cut off date: passed)

NEW YORK:
American Toy Fair—20-23 February 1977
Joint venture with British Toy Manufacturers Association.
(J. W. Coupar, Ext. 7242)
(Cut off date: passed)

SYDNEY:
International Toy and Sporting Goods Trade Fair—6-9 March 1977
Joint venture with British Toy Manufacturers Association.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: passed)

1978

NEW YORK:
American Toy Fair—February 1978
Joint venture with appropriate trade association.
(J. W. Coupar, Ext. 7242)
(Cut off date: not yet arranged)

NUREMBERG:
International Toy Fair—February 1978
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

Watches and clocks

1977

BASLE:
Swiss Industries Fair (5th European Watch, Clock and Jewellery Fair)—16-25 April 1977
Joint ventures with:
(i) British Jewellery and Giftware Federation.
(ii) British Clock and Watch Manufacturers Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: passed)

1978

BASLE:
Swiss Industries Fair (6th European Watch, Clock and Jewellery Fair)—April 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.4.77)

Water, effluent and air treatment plant, including anti-pollution, cleaning and refuse disposal equipment

1976

PARIS:
International Exhibition of Techniques for Control of Industrial and Urban Pollution—7-11 December 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

PARIS:
International Industrial Cleaning and Waste Disposal Exhibition—7-11 December 1976
Joint venture with British Electrical and Allied Manufacturers Association (BEAMA).
(R. E. Newton, Ext. 7205)
(Cut off date: passed)

1977

DUSSELDORF:
International Exhibition for Environmental Protection and Environmental Technique (Envitek)—7-12 February 1977
Joint venture with National Society for Clean Air, in conjunction with SIRA Institute.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

AMSTERDAM:
International Cleaning and Maintenance Exhibition (Interclean)—10-13 May 1977
Joint venture with British Electrical and Allied Manufacturers Association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

TOKYO:
British Export Marketing Centre: Environmental Engineering and Technology Exhibition—6-10 September 1977
Sponsored by Engineering Industries Association.
(Miss V. A. How, Tel. 01-836 9188)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

TEHRAN:
International Agriculture, Water and Food Fair—26 October-4 November 1977
Joint venture with British Agricultural Export Council.
(G. A. Casburn, Ext. 602)
(Cut off date: 28.1.77)

1978

UTRECHT:
International Trade Fair for Environmental Control Techniques (Milieu)—30 October-4 November 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

Other specialised fairs

1976

DUSSELDORF:
2nd International Trade Exhibition for Industrial Furnaces and Thermic Production Processes (Thermprocess '76)—30 November-4 December 1976
Joint venture with Birmingham Chamber of Industry and Commerce.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

1977

TOKYO:
British Export Marketing Centre: Oceanic Exhibition—1-5 February 1977
Sponsored by Association of British Oceanic Industries.
(Contact: M. Armstrong, Tel. 01-839 4089)
(S. F. Morris, Ext. 360)
(Cut off date: passed)

ESSEN:
International Exhibition for Horse Sports, Leisure Time Riding and Horsekeeping (Equitana '77)—2-7 March 1977
Joint venture with British Agricultural Export Council.
(P. F. Aitken, Ext. 7203)
(Cut off date: passed)

HANOVER:
European Educational Aids and Appliances Fair (Didacta)—7-11 March 1977
Joint venture with:
(i) Book Development Council.
(ii) British Educational Equipment Association.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

PIACENZA:
Button Exhibition—22-25 April 1977
Joint venture with British Button Manufacturers Association.
(Miss H. Goldberg, Ext. 571)
(Cut off date: passed)

CHICAGO:
American Ceramic Society—24-27 April 1977
Joint venture with Ceramic Plant and Machinery Manufacturers Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: passed)

NEW YORK:
National Premium Show—2-5 May 1977
Joint venture with British Premium Merchandise Association.
(M. J. Low, Ext. 7204)
(Cut off date: 10.12.76)

PARIS:
International Pet Trade Fair—7-9 May 1977
Joint venture with Pet Trade Association.
(Miss L. A. Cape, Ext. 7211)
(Cut off date: passed)

DUSSELDORF:
Ophthalmic Exhibition and Congress (Optica 1977)—14-17 May 1977
Joint venture with Federation of Manufacturing Opticians.
(A. S. Rees, Ext. 7045)
(Cut off date: passed)

AMSTERDAM:
International Stamp Exhibition (Amphilex '77)—27 May-2 June 1977
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged).

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International Frankfurt Fair
27.2. - 3.3.1977

ENCIRCLE TI 19A ON PAGE 48 FOR FURTHER INFORMATION

STUTTGART:
International Shutter and Blinds Fair (R 77)—9-12 June 1977
Joint venture with Birmingham Engineering and Building Centre Ltd.
(Miss H. A. V. Smith, Ext. 7201)
(Cut off date: passed)

GRAND FORKS:
Annual Exhibition of Education Resources—13-16 June 1977
Joint venture with Engineering Teaching Equipment Manufacturers Association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: passed)

BASLE:
International Art Fair—June 1977
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.3.77)

MOSCOW (SHCHERBINKA)
2nd International 'Rail Transport '77' Exhibition—13-27 July 1977
Joint venture with Railway Industry Association.
(L. Devine, Ext. 7213)
(Cut off date: 15.12.76)

SYDNEY:
Australian International Education Exhibition—19-23 July 1977
Joint venture with Industrial Council for Educational and Training Technology.
(Mrs. W. M. MacIver, Ext. 7093)
(Cut off date: 18.1.77)

BRUSSELS:
International Aerosol Congress and Exhibition—19-23 September 1977
Joint venture with British Aerosol Manufacturers Association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.2.77)

DENVER:
International Association of Firechiefs Annual Conference—25-29 September 1977
Joint venture with London Chamber of Commerce.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: April 1977)

UTRECHT:
International Security Exhibition (Safety)—Autumn 1977
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: Not yet arranged)

LOS ANGELES:
International Association of Chiefs of Police Convention—2-5 October 1977
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

British Export Marketing Centre Tokyo

The British Overseas Trade Board considers that the Japanese market continues to offer new and exciting growth prospects for a wide range of British exports. For a single fee of £200 firms can participate in official trade exhibitions being held in the British Export Marketing Centre, Tokyo, which was opened in September 1973. The Board will provide free of charge the floor space and a shell stand and mount the exhibits. It will also arrange to ship all exhibits to Tokyo free of charge from a central point in Britain. Before each exhibition it will mount a major advertising and publicity campaign in Japan to attract potential customers. In addition, exhibiting firms will each be able to claim £450 towards the cost of sending up to two representatives to man the stands during the exhibition. The Centre is available to British companies, or their agents, wishing to mount individual product exhibitions for a charge of £65 a day. It is also available to companies wishing to hold seminars and conferences and there are facilities for audio-visual presentations and catering. A charge of £6.50 an hour will be made. Further information on the Centre and its facilities can be obtained from Fairs and Promotions Branch (tel. 01-248 5757, ext 7104/7317/360).
The programme of exhibitions for 1976 is now complete. The programme of exhibitions for 1978 is now under consideration and information may be obtained from the Board's Export to Japan Unit (01-248 5757, ext. 614/232).

Official British Trade Exhibitions March 1977 - December 1977

Metrology and Tooling Exhibition—15-19 March 1977
Sponsored by Gauge and Tool Manufacturers' Association.
(Contact: T. W. Williams, Tel. High Wycombe 444645)
(R. King, Ext. 7317)
(Cut off date: passed)

3rd Furniture Exhibition—5-9 April 1977
Sponsored by the British Furniture Manufacturers' Federated Associations.
(Contact: J. A. Diab, Tel. 01-580 6300)
(R. King, Est. 7317)
(Cut off date: passed)

Automobile Accessories and Components Exhibition—10-14 May 1977
Sponsored by the Society of Motor Manufacturers and Traders.
(Contact: B. Whitelaw, Tel. 01-235 7000)
(R. King, Ext. 7317)
(Cut-off date: passed)

Housewares Exhibition—5-9 July 1977
Sponsored by Hardware Manufacturers' Association.
(Contact: P. J. Kynaston, Tel. Amersham 21431)
(R. King, Ext. 7317)
(Cut off date: passed)

Environmental Engineering and Technology Exhibition—6-10 September 1977
Sponsored by Engineering Industries Association.
(Contact: Miss V. A. How, Tel. 01-836 9188)
(S. F. Morris, Ext. 360)
(Cut off date: 19.11.76)

Engineers Small Tool and Hand Tools Exhibition—27 September-10 October 1977
Sponsored by Federation of British Hand Tool Manufacturers.
(Contact: W. R. Eccles 0742-63084)
(R King, Ext. 7317)
(Cut off date: 10.1.77)

Material Testing Equipment Exhibition—18-22 October 1977
Sponsored by British Institute of Non-Destructive Testing.
(Contact: I. M. Barnes 0702 354 252)
(R King, Ext. 7317)
(Cut off date: 10.12.76)

2nd Electro-Optics and Laser Equipment Exhibition—8-12 November 1977
Sponsored by Sira Institute.
(Contact: W. A. Seatherton 01-467 2636)
(S. F. Morris, Ext. 360)
(Cut off date: 14.1.77)

Building Materials Exhibition—29 November-3 December 1977
Sponsored by Building Centre Group.
(Contact: D. Clayton, 01-637 1022)
(S. F. Morris, Ext. 360)
(Cut off date: 28.1.77)

BOSTON:
Annual Convention and Exhibition of the Wire Association of America—17-22 October 1977
Joint venture with International Wire Machinery Association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: not yet arranged)

DUSSELDORF:
Industrial Safety and Factory Hygiene Exhibition and Congress—November 1977
Joint venture with appropriate trade association.
(P. F. Aitken, Ext. 7203)
(Cut off date: not yet arranged)

1978

UTRECHT:
Vat Subcontractors Exhibition—March 1978
Joint venture with appropriate trade association.
(Miss S. J. Parkes, Ext. 690)
(Cut off date: not yet arranged)

TORONTO:
Canadian Education Showplace—March 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: not yet arranged)

PHILADELPHIA:
National Material Handling Show—17-20 April 1978
Joint venture with appropriate trade association.
(M. D. Seymour, Ext. 265)
(Cut off date: not yet arranged)

USA:
American Ceramic Society—April/May 1978
Joint venture with appropriate trade association.
(Miss K. M. Thorogood, Ext. 7094)
(Cut off date: December 1977)

NEW YORK:
National Premium Show—May 1978
Joint venture with appropriate trade association.
(M. J. Low, Ext. 7204)
(Cut off date: not yet arranged)

BASLE:
International Art Fair—June 1978
Joint venture with appropriate trade association.
(Miss L. M. O'Brien, Ext. 7092)
(Cut off date: 1.3.78)

USA:
Annual Exhibition of Education Resources—June 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext. 7097)
(Cut off date: December 1977)

TRONDHEIM:
7th International Fisheries Fair (Nor Fishing '78)—August 1978
Joint venture with appropriate trade association.
(T. G. Webb, Ext. 7207)
(Cut off date: not yet arranged)

NEW YORK:
International Association of Chiefs of Police Convention—8-11 October 1978
Joint venture with appropriate trade association.
(Miss F. J. Cooleen, Ext 7097)
(Cut off date: April 1978)

ESSEN:
International Security and Police Equipment Exhibition (Safety '78)—October 1978
Joint venture with appropriate trade association.
(P. D. Reardon, Ext. 7080)
(Cut off date: not yet arranged)

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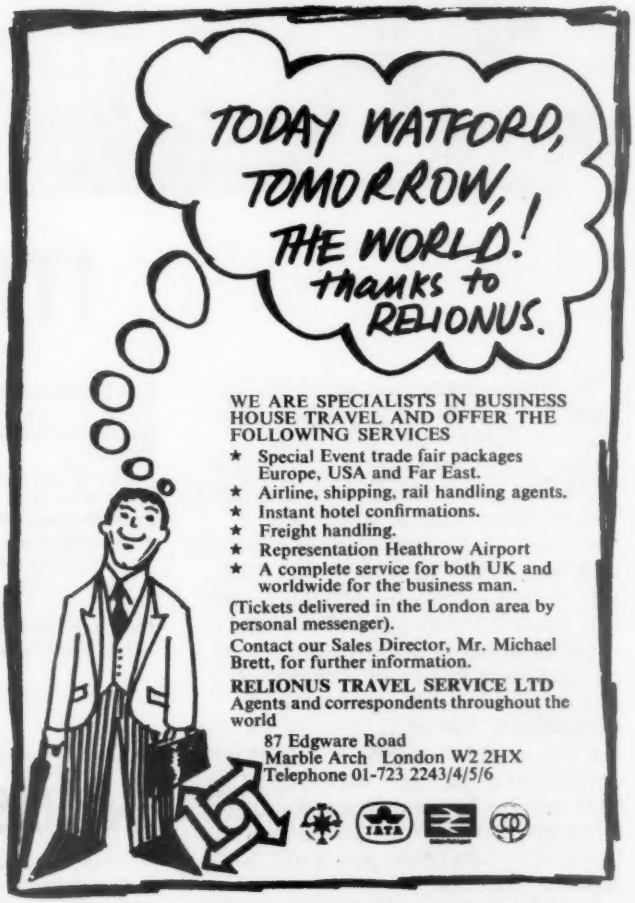

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ITF exhibitions pu

We have organised exhibitions all over the world, from Bucharest to Buenos Aires, from São Paulo to Shanghai, from Mexico to Moscow – in recent years the British Overseas Trade Board has engaged us to mount on their behalf, major British events in Peking, Bilbao, Jakarta and Kuala Lumpur. Caracas is next. Our geographical spread is wide!

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Exhibitions organised by ITF
1976
Home Improvements and Leisuretime Exhibition
16–27 November, City Hall, Manchester
2nd Offshore International Exhibition and Conference
7–10 December, National Exhibition Centre, Birmingham
1977
African Fisheries Exhibition
16–22 February, Dakar, Senegal

Imbex 77 – International Men's and B Wear Exhibition
28 February – 4 March, Earls Court, London
Labex International 77
7–11 March, National Exhibition Centre, Birmingham
Pakex 77 – International Packaging Exhibition
14–18 March, National Exhibition Centre, Birmingham
British Industrial Exhibition
Caracas, Venezuela 15–24 March
Brighter Homes Exhibition
15 March – 2 April, City Hall, Manchester

*Birmingham International Ideal Home Exhibition is organised jointly by Birmingham Post and M

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bition
March

International Mechanical Handling Exhibition – Movement 77
16 – 21 May, National Exhibition Centre, Birmingham
London Electronic Component Show
17 – 20 May, Olympia, London
World Fishing Exhibition
31 August – 7 September, Halifax, Nova Scotia, Canada
MAB 77 – International Fashion Fair
4 – 7 September, National Exhibition Centre, Birmingham
Northern Floor Coverings Fair
6 – 9 September, Exhibition Centre, Harrogate

Interplas 77 – The International Plastics and Rubber Exhibition in Europe for 1977
15 – 23 September, National Exhibition Centre, Birmingham
***Birmingham International Ideal Home Exhibition**
23 September – 15 October, National Exhibition Centre, Birmingham
Home Improvements and Leisuretime Exhibition
November, City Hall, Manchester 1978
Hotelympia 78 – International Hotel and Catering Exhibition
28 January – 1 February, Olympia, London

IEA-Electrex 78 – International Electrical, Electronic and Instrument Exhibition
13 – 17 March, National Exhibition Centre, Birmingham
Iphex 78 – International Pneumatics and Hydraulics Exhibition
13 – 17 March, National Exhibition Centre, Birmingham
Natprint 78 – National Printing Machinery Exhibition
10 – 14 April, National Exhibition Centre, Birmingham
Hevac 78 – International Heating, Ventilating and Air Conditioning Exhibition
10 – 14 April, National Exhibition Centre, Birmingham

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British shopping weeks and store promotions

1977

Store promotions

Luxembourg

LUXEMBOURG, 26 February-12 March 1977
Monopol Store Promotion.
Promotion will feature clothes, furniture and foodstuffs.
(Miss L. M. O'Brien, Ext. 7092)

Israel

TEL AVIV, October-November 1977
Shalom Store Promotion.
Promotion will feature consumer goods.
(Miss H. G. Goldberg, Ext. 571)

Missions

Inward missions

Overseas visitors' Bureau contact for general inquiries relating to inward missions: Miss G. M. Stannard, Tel. 01-248 5757, Ext. 463

Already Arranged

W. Germany January 1977
Nuclear and Radiation Products and Equipment for Diagnosis and Therapy
(BOTB: J. Kerslake, Tel. 01-248 5757, Ext. 685)

Switzerland, Germany, Austria March 1977
Children's Wear
National Children's Wear Association
(Contact: J. Law, Tel. 01-636 1833/4)

W. Germany April 1977
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

W. Europe May 1977
Frozen Foods
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Sweden October 1977
Foodstuffs
British Food Export Council
(Contact: P. C. Platten, Tel. 01-480 6594/5)

Under Consideration

USSR
Agricultural Methods
British Agricultural Export Council
(Contact: C. Crosthwaite Eyre, Tel. 01-245 9819)

Belgium
Footwear
British Footwear Manufacturers' Federation
(Contact: Mrs. C. Long, Tel. 01-437 5573)

Spain
Effluent Treatment Plant

S. Africa
Audio Visual Aids

W. Germany
Brewery Equipment

USSR
Hospital Equipment
British Hospitals Export Council
(Contact: J. Harris, Tel. 01-580 7912/5)

S. Africa
Construction Equipment
(BOTB: J. Kerslake, Tel. 01-248 5757, Ext. 685)

Portugal
Food Processing Equipment
(BOTB: G. Foden, Tel. 01-248 5757, Ext. 7033)

S. Korea
Textile Machinery

Hong Kong
Textile Machinery

Hong Kong, Tokyo
Medical Equipment

E. Germany
Agricultural Methods
British Agricultural Export Council
(Contact: C. Crosthwaite Eyre, Tel. 01-245 9819)

Canada
Publishing
Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)

W. Germany
Medical Disposables
(BOTB: J. Kerslake, Tel. 01-248 5757, Ext. 685)

Mauritius
Printing Equipment
British Printing Machinery Association
(Contact: W. Maxwell, Tel. 01-405 9610)

Sweden
Plastics Processing Machinery

USA
Hydraulics
Association of Hydraulic Equipment Manufacturers
(Contact: J. Nosworthy, Tel. 01-834 0855)

USA
Energy Storage Heaters

Iran
Commodity Services
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-628 3161)

France
Finance and Banking
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-628 3161)

Belgium
Finance and Banking
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-628 3161)

Netherlands
Finance and Banking
Committee on Invisible Exports
(Contact: J. Frost, Tel. 01-628 3161)

W. Europe
Industrial Heating Equipment
Heating, Ventilation and Air Conditioning Manufacturers' Association
(Contact: R. E. Ayers, Tel. 01-948 2266)

W. Germany
Computer Software
Computer Services Association
(Contact: Miss D. Kirby, Tel. 01-404 2172)

W. Germany
Systems for Re-cycling Waste

W. Germany
Compressors

S. Korea
Construction Equipment
Federation of Manufacturers of Construction Equipment and Cranes
(Contact: D. Barrell, Tel. 01-353 3020)

W. Germany
Mechanical Handling

USA
Machine Tools
Machine Tools Trade Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Israel
Hospital Equipment

S. Africa
Machine Tools
Machine Tools Trade Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

France
Hospital Equipment

France
Machine Tools
Machine Tools Trade Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

S. Korea
Machine Tools
Machine Tools Trade Association
(Contact: H. E. Wallace, Tel. 01-402 6671)

Poland
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Spain
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Yugoslavia
Mining Equipment
Association of British Mining Equipment Exporters
(Contact: D. A. Corker, Tel. 0742 21071)

Outward missions

Africa

1976

South Africa 20 November-4 December 1976
The North Staffordshire Chamber of Commerce and Industry
(Contact: J. J. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: S. J. Seaman, Ext. 325)

1977

South Africa 24 January-14 February 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 6-27 February 1977
Federation of Sussex Industries
(Contact: Mrs. N. Potter, Tel. Brighton 26282/5)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 12 February-5 March 1977
British Printing Machinery Association
(Contact: W. Maxwell, Tel. 01-405 9610)
(FPB contact: S. J. Seaman, Ext. 325)

Canary Islands, Senegal, Liberia and Ivory Coast 23 February-11 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: T. L. Edgar, Tel. 021-456 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 26 February-18 March 1977
Walsall Chamber of Commerce
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 2-9 March 1977
Birmingham Engineering and Building Centre
(Contact: D. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Nigeria 14-25 March 1977
British Hand Tool Manufacturers
(Contact: Mr. Eccles, Tel. Sheffield 663084)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 20 March-9 April 1977
Slough and District Chamber of Commerce
(Contact: J. Peck, Tel. Slough 33633)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 17 April-4 May 1977
Scottish Council Development and Industry
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 18-29 April 1977
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Ghana, Sierra Leone 24 April-4 May 1977
Leicester and County Chamber of Commerce and Industry
(Contact: H. L. Milliard, Tel. Leicester 27171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 30 April-21 May 1977
Sheffield Chamber of Commerce
(Contact: J. S. Hambidge, Tel. Sheffield 730114)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 8-21 May 1977
Agricultural Engineers' Association
(Contact: D. G. O'Neill, Tel. 01-828 7973-6)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 9-20 May 1977
Glasgow Chamber of Commerce
(Contact: M. Neil, Tel. 041-204 2121)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 21 May-4 June 1977
Ship and Boat Builders' Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 4-24 June 1977
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456-7)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 20 June-9 July 1977
Catering Equipment Manufacturers' Association of Great Britain
(Contact: R. E. Beckett, Tel. 01-439 3693)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 1-16 July 1977
Glasgow Chamber of Commerce
(Contact: M. Neil, Tel. 041-204 2121)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 1-12 August 1977
Business Equipment Trade Association
(Contact: R. D. D'Urban, Tel. 01-405 6233)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 3-17 September 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 5-16 September 1977
Export Council for the Jewellery and Giftware Industries
(Contact: C. J. O. Webb, Tel. 01-606 2451)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 18 September-2 October 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 17-28 October 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: N. J. D. Robinson, Ext. 7011)

South Africa 22 October-5 November 1977
Dundee and Tayside Chamber of Commerce
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: S. J. Seaman, Ext. 325)

South Africa 5-19 November 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: S. J. Seaman, Ext. 325)

Nigeria 21 November-2 December 1977
Manchester Chamber of Commerce
(Contact: D. M. Arrandale, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Americas, including the Caribbean

1977

USA, Canada 23 January-1 February 1977
Scottish Development Agency
(Contact: W. R. V. Percy, Tel. 031-225 2046)
(FPB contact: J. Henderson, Ext. 318)

Canada and USA 7-17 January 1977
British Ceramic Manufacturers' Federation
(Contact: N. Nelson, Tel. Stoke-on-Trent 48631)
(FPB contact: M. J. Low, Ext. 7204)

USA 29 January-11 February 1977
Merseyside Chamber of Commerce
(Contact: P. H. Hordley, Tel. 051-227 1234)
(FPB contact: J. W. Coupar, Ext. 7242)

USA 5-17 February 1977
North East Scotland Development Agency
(Contact: J. Hutton, Tel. Aberdeen 55971)
(FPB contact: J. W. Coupar, Ext. 7242)

USA 12-22 February 1977
British Food Export Council
(Contact: P. Platten, Tel. 01-480 6594)
(FPB contact: M. J. Low, Ext. 7204)

USA, Canada 19 February-2 March 1977
London Chamber of Commerce
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: J. W. Coupar, Ext. 7242)

USA 5-12 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Crier, Tel. 021-454 7171)
(FPB contact: J. E. Henderson, Ext. 318)

USA and Canada 5-19 March 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: J. E. Henderson, Ext. 318)

USA 7-14 March 1977
Manchester Chamber of Commerce
(Contact: R. Tomlinson, Tel. 061-832 5574)
(FPB contact: M. J. Low, Ext. 7204)

Brazil 7-18 March 1977
Merseyside Chamber of Commerce
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Mexico 8-18 March 1977
London Chamber of Commerce and Industry
(Contact: M. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA (South West Coast) 12-25 March 1977
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. W. Coupar, Ext. 7242)

Brazil 18-25 March 1977
Development Corporation for Wales
(Contact: M. Lewis, Tel. Cardiff 21208)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Peru 15-23 April 1977
Birmingham Chamber of Industry and Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Canada (Western) 18-29 April 1977
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: J. E. Henderson, Ext. 318)

USA and Canada 25 April-8 May 1977
Westminster Chamber of Commerce
(Contact: E. V. Notcutt, Tel. 01-734 2851)
(FPB contact: M. J. Low, Ext. 7204)

USA (Houston) 28 April-7 May 1977
London Chamber of Commerce
(Contact: A. J. Patching, Tel. 01-248 4444)
(FPB contact: M. D. Seymour, Ext. 265)

Brazil 3-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA 7-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: R. Grier, Tel. 021-454 6171)
(FPB contact: J. E. Henderson, Ext. 318)

USA 7-21 May 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: M. D. Seymour, Ext. 265)

USA and Canada 9-23 May 1977
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: J. W. Coupar, Ext. 7242)

Brazil 16-27 May 1977
Manchester Chamber of Commerce
(Contact: S. Butler, Tel. 061-832 5574)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Canada 22 May-1 June 1977
London Chamber of Commerce
(Contact: A J. Patching, Tel. 01-248 4444)
(FPB contact: M. D. Seymour, Ext. 265)

Venezuela 23 May-1 June 1977
Association of Hydraulic Equipment Manufacturers
(Contact: J. F. Nosworthy, Tel. 01-834 0855)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 6-17 June 1977
Scottish Council for Development and Industry
(Contact: E. W. Frizzell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 20 June-1 July 1977
British Health-Care Export Council
(Contact: J. Harris, Tel. 01-262 2641)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil and Venezuela 4-22 July 1977
Engineering Industries Association (Engtrade '47)
(Contact: Miss V. A. How, Tel. 01-863 9188)
(FPB contact: N. J. D. Robinson, Ext. 7091)

Mexico 8-19 July 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Peru, Ecuador, Venezuela 11-30 September 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Mexico 17-24 September 1977
Birmingham Chamber of Commerce
(Contact: T. A. Jackson, Tel. 021-454 6171)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Venezuela 3-14 October 1977
London Chamber of Commerce and Industry
(Contact: J. N. Worsley, Tel. 01-248 4444)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 3-14 October 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil, Venezuela 15-29 October 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: N. J. D. Robinson, Ext. 7011)

USA 16-30 October 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: J. E. Henderson, Ext. 318)

Brazil 7-18 November 1977
Walsall Chamber of Commerce
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Mexico 16-25 November 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: N. J. D. Robinson, Ext. 7011)

1978

Brazil, Venezuela 20 February-13 March 1978
Westminster Chamber of Commerce
(Contact: E. V. Notcutt, Tel. 01-734 2851)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Brazil 14-25 March 1978
Gauge and Toolmakers' Association
(Contact: T. E. Williams, Tel. High Wycombe 444645)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Venezuela 1-15 September 1978
Merseyside Chamber of Commerce
(Contact: P. H. Hordley, Tel. 051-227 1234)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Mexico 18-30 September 1978
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Venezuela and Mexico
26 September-7 October 1978
Export Association of Nottingham
(Contact: A. W. Palmer, Tel. Nottingham 293360)
(FPB contact: N. J. D. Robinson, Ext. 7011)

Asia (Far East)

1976

Japan 27 November-12 December 1976
Merseyside Chamber of Commerce and Industry
(Contact: C. P. Mercier, Tel. 051-227 1234)
(FPB contact: R. King, Ext. 7317)

1977

Hong Kong (9-13 January)
Japan (14-25 January)
9-25 January 1977
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: S. F. Morris, Ext. 360)

Hong Kong, Japan
9-22 January 1977
British Menswear Guild
(Contact: P. McGrath, Tel. 01-434 1894)
(FPB contact: S. F. Morris, Ext. 360)

Singapore 29 January-5 February 1977
Dundee and Tayside Chamber of Commerce and Industry
(Contact: J. Aitken, Tel. Dundee 22122)
(FPB contact: P. A. Greig, Ext. 7099)

India, Pakistan 4-19 February 1977
Birmingham Chamber of Commerce and Industry
(Contact: S. Sperryn, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)

Hong Kong, Japan
(Hong Kong 8-12 February
Japan 14-23 February)
8-23 February 1977
The Scottish Council for Development and Industry
(Contact: D. S. Reid, Tel. 031-225 7911)
(FPB contact: S. F. Morris, Ext. 360)

Singapore, Philippines 4-25 March 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: P. A. Greig, Ext. 7099)

Japan 12-26 March 1977
Merchant Converters' Association
(Contact: R. J. Townley, Tel. 01-637 3434)
(FPB contact: R. King, Ext. 7317)

Hong Kong, Japan 15 March-2 April 1977
Westminster Chamber of Commerce
(Contact: E. V. Notcutt, Tel. 01-734 2851)
(FPB contact: S. F. Morris, Ext. 360)

Korea Republic of South Korea
18 March-2 April 1977
Engineering Industries Associations
(Contact: R. E. Scott, Tel. 01-863 9188)
(FPB contact: R. King, Ext. 7317)

Japan 28 March-9 April 1977
Ship and Boat Builders' National Federation
(Contact: D. Hough, Tel. 01-405 7481)
(FPB contact: R. King, Ext. 7317)

Pakistan March/April 1977
London Chamber of Commerce and Industry
(Contact: E. M. MacDonald, Tel. 01-248 4444)
(FPB contact: P. A. Greig, Ext. 7099)

Singapore, Malaysia 1-16 April 1977
Wolverhampton Chamber of Commerce
(Contact: C. J. Carder, Tel. Wolverhampton 26726)
(FPB contact: P. A. Greig, Ext. 7099)

Singapore, Indonesia 15-30 April 1977
Birmingham Chamber of Industry and Commerce
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: P. A. Greig, Ext. 7099)

Japan 18-30 April 1977
British Carpet Manufacturers' Association
(Contact: G. H. Davidson, Tel. 01-930 8711)
(FPB contact: S. F. Morris, Ext. 360)

Singapore, Philippines, Hong Kong
7-29 May 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC,
(Tel. 01-863 9188)
(FPB contact: P. A. Greig, Ext. 7099)

Japan 9-21 May 1977
North of England Development Council
(Contact: A. Wilson, Tel. Stockton-on-Tees 612525)
(FPB contact: S. F. Morris, Ext. 360)

Singapore, Philippines
14 May-4 June 1977
Wessex Export Club
(Contact: D. Mathews, Tel. Dorchester 852377)
(FPB contact: P. A. Greig, Ext. 7099)

Hong Kong, Japan 15-31 May 1977
British Food Export Council
(Contact: R. Woodruff, Tel. 01-480 6594)
(FPB contact: S. F. Morris, Ext. 360)

Japan 6-18 June 1977
Dundee and Tayside Chamber of Commerce and Industry
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: S. F. Morris, Ext. 360)

Singapore, Malaysia 10-25 June 1977
Scottish Council Development and Industry
(Contact: J. D. Anderson, Tel. 031-225 7911)
(FPB contact: P. A. Greig, Ext. 7099)

Hong Kong, Indonesia, Thailand
10 June-2 July 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: P. A. Greig, Ext. 7099)

Korea Republic of South Korea
9-21 September 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: R. King, Ext. 7317)

Indonesia 7-19 October 1977
The Merseyside Chamber of Commerce and Industry
(Contact: P. H. Hordley, Tel. 051-227 1234)
(FPB contact: P. A. Greig, Ext. 7099)

Asia (Middle East)

1976

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai
12 November-1 December 1976
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: G. A. Casburn, Ext. 602)

Iran 3-13 December 1976
Bristol Chamber of Commerce, Industry and Shipping
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: G. A. Casburn, Ext. 602)

Kuwait, Abu Dhabi, Dubai, Qatar, Oman, Bahrain 3-20 December 1976
British Jewellery and Giftware Federation
(Contact: J. McConnell, Tel. 01-606 0871)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Kuwait 6-13 December 1976
London Chamber of Commerce
(Contact: D. L. Price, Tel. 01-248 4444)
(FPB contact: P. G. H. Robinson, Ext. 7314)

1977

Kuwait, Qatar, Abu Dhabi, Dubai, Bahrain, Oman 10 January-1 February 1977
Westminster Chamber of Commerce
(Contact: E. V. Notcutt, Tel. 01-734 2851)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Libya, Egypt 13-27 January 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: G. A. Casburn, Ext. 602)

Iran 14-25 January 1977
Scottish Council Development and Industry
(Contact: Miss M. Bell, Tel. 031-225 7911)
(FPB contact: G. A. Casburn, Ext. 602)

Iraq, Saudi Arabia 14-28 January 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Kuwait, Bahrain, Qatar, Abu Dhabi, Dubai, Sharjah 4-18 February 1977
Ship and Boat Builders' Federation
(Contact: A. D. H. Hough, Tel. 01-405 7481)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Saudi Arabia, Abu Dhabi, Dubai, Kuwait 4-27 February 1977
Northern Ireland Chamber of Commerce
(Contact: J. B. Walker, Tel. Belfast 34488)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Libya 8-17 February 1977
London Chamber of Commerce
(Contact: J. Muir, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)

Iran 19-24 February 1977
Dundee and Tayside Chamber of Commerce and Industry
(Contact: C. W. Simms, Tel. Dundee 22122)
(FPB contact: G. A. Casburn, Ext. 602)

Saudi Arabia 20 February-6 March 1977
North of England Development Council
(Contact: A. Wilson, Tel. Newcastle upon Tyne 616026)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Kuwait and Gulf 25 February-1 March 1977
British Knitting Export Council
(Contact: A. Bicknell, Tel. 01-734 6277)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Kuwait, Bahrain, Abu Dhabi, Dubai, Oman, Qatar 4-24 March 1977
South Wales Exporters' Club
(Contact: H. C. Blanch, Tel. Caerphilly 885701)
(FPB contact: P. G. H. Robinson, Ext. 602)

Egypt, Bahrain 11-25 March 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Saudi Arabia 17 March-7 April 1977
Building Materials Export Group
(Contact: J. Tomlinson, Tel. 01-636 6920)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Bahrain, Abu Dhabi, Dubai, Oman 16 April-1 May 1977
Coventry Chamber of Commerce
(Contact: I. Moulson, Tel. Coventry 51777)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Saudi Arabia 25 April-5 May 1977
Merseyside Chamber of Commerce and Industry
(Contact: P. Hordley, Tel. 051-227 1234)
(FPB contact: P. G. H. Robinson, Ext. 7314)

Jordan, Syria 7-19 May 1977
London Chamber of Commerce
(Contact: D. L. Price, Tel. 01-248 4444)
(FPB contact: G. A. Casburn, Ext. 602)

Israel 8-14 May 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Miss H. G. Goldberg, Ext. 571)

Israel 15-26 October 1977
London Chamber of Commerce
(Contact: Mrs. M. Yelland, Tel. 01-248 4444)
(FPB contact: Miss H. G. Goldberg, Ext. 571)

Australasia

1976

Australia, New Zealand 8-29 November 1976
Development Corporation for Wales
(Contact: Mr. Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia 8-29 November 1976
Walsall Chamber of Commerce and Industry
(Contact: N. E. Turner, Tel. Walsall 25671)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

1977

Australia, New Zealand 24 January-26 February 1977
The Irish Linen Guild
(Contact: M. Elson, Tel. 01-636 1794)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 5-26 February 1977
Luton, Dunstable and District Chamber of Commerce
(Contact: H. H. Gore, Tel. Luton 23456-7)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 21 February-14 March 1977
North Staffordshire Chamber of Commerce and Industry
(Contact: Mr. Glover, Tel. Stoke-on-Trent 44731)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia 1-12 March 1977
British Food Export Council
(Contact: I. S. Harrison, Tel. 01-480 6594)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 3 March-1 April 1977
Bristol Chamber of Commerce
(Contact: Mrs. B. Childs, Tel. Bristol 37081)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia 10-26 March 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 16 April-7 May 1977
Scottish Development Agency
(Contact: W. R. V. Percy, Tel. 031-225 2846-7)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 23 April-14 May 1977
Manchester Chamber of Commerce and Industry
(Contact: Mr. Arrandale, Tel. 061-832 5574)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 30 April-21 May 1977
British Plastics Federation
(Contact: D. Brown, Tel. 01-734 2041)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia April 1977
South East Hampshire Chamber of Commerce and Industry
(Contact: R. J. C. Holding, Tel. Portsmouth 25351)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 14 May-4 June 1977
Northern Ireland Chamber of Commerce
(Contact: W. C. S. Wilson, Tel. Belfast 34488)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

New Zealand, Australia 28 May-18 June 1977
The City of Westminster Chamber of Commerce
(Contact: Mr. Treherne, Tel. 01-734 2851)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia 11-25 June 1977
The Book Development Council
(Contact: M. Ballard, Tel. 01-580 6321)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand July 1977
British Photographic Export Group
(Contact: J. Thorpe, Tel. Uxbridge 33372)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 9-30 July 1977
Development Corporation for Wales
(Contact: Meirian Lewis, Tel. Cardiff 21208)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

New Zealand, Australia 25 July-13 August 1977
Engineering Industries Association
(Contact: Col. R. E. Scott, MBE, MC, Tel. 01-863 9188)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 19 August-9 September 1977
Society of Motor Manufacturers and Traders
(Contact: K. Wallis, Tel. 01-235 7000)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 11 September-9 October 1977
The Merchant Converters Association
(Contact: R. J. Townley, Tel. 01-637 3434)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 8-29 October 1977
British Ceramic Plant and Machinery Manufacturers' Association
(Contact: Mr. Hench, Tel. Sunbury 83280)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 28 October-20 November 1977
Coventry Chamber of Commerce
(Contact: Mr. Moulson, Tel. Coventry 51777)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

New Zealand 3-15 November 1977
Birmingham Chamber of Industry and Commerce
(Contact: G. Ashmore, Tel. 021-454 6171)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia 3-24 November 1977
Lighting Industry Federation
(Contact: D. Pinder, Tel. 01-636 0766)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Australia, New Zealand 12 November-3 December 1977
Birmingham Engineering and Building Centre
(Contact: D. W. Perkins, Tel. 021-643 1914)
(FPB contact: Mrs. W. M. MacIver, Ext. 7093)

Europe

1977

Finland 10-12 January 1977
British Knitting Export Council
(Contact: A. R. Bicknell, Tel. 01-734 6277)
(FPB contact: T. G. Webb, Ext. 7207)

USSR 18-22 April 1977
Birmingham Chamber of Industry and Commerce
(Contact: C. Harvey, Tel. 021-454 6171)
(FPB contact: L. Devine, Ext. 7213)

Hungary, Bulgaria 25 April-7 May 1977
Glasgow Chamber of Commerce
(Contact: M. Neil, Tel. 041-204 2121)
(FPB contact: W. M. McKinnon, Ext. 604)

Turkey 4-14 May 1977
London Chamber of Commerce
(Contact: Mrs. M. Yelland, Tel. 01-248 4444)
(FPB contact: Miss H. Goldberg, Ext. 571)

Sections 2—4

Trade fairs and exhibitions

Requests for information about trade fair costs and conditions should be made to the organisers or their United Kingdom agents. The Department of Trade's Fairs and Promotions Branch, 26 Old Bailey, London, EC4M 7HU will be pleased to answer general inquiries about events in Sections 2—4. The telephone number is 01-248 5757, extensions:

Belgium, Irish Republic, Israel, Luxembourg, Malta, Spain, Switzerland	**7110**	**East Germany, Middle East, North Africa, Afghanistan**	**689**
Denmark, Dusseldorf, Iceland, Norway	**225**	**Poland, Yugoslavia**	**604**
Other towns in Western Germany, Netherlands	**7180**	**Bulgaria, Czechoslovakia, Hungary, Romania, USSR**	**7121**
Cologne. Finland, Sweden	**7220**	**Africa (other than North), America (Central and South)**	**505**
France	**567**	**Asia, (countries not specified above) Australia, New Zealand**	**7099**
Austria, Cyprus, Greece, Italy, Portugal, Turkey	**7202**	**Canada, Caribbean, United States**	**7176**
Japan, Hong Kong, Republic of Korea, China	**405**	**United Kingdom**	**7109**

No responsibility is taken for the standing of organisations or individuals mentioned in these lists nor dates etc., which may be subject to alteration.

* event held annually at approximately the time stated.
† event held in alternate years at approximately the time stated.

The events listed in Section 1 are not included in Sections 2 or 3.

Section 2

Trade fairs and exhibitions within Europe

General fairs

1976

ZAGREB:
New Year's Fair—16-29 December 1976
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

UTRECHT:
International Spring Fair—March 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—9-13 March 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London, S.W.7 (Tel. 01-584 6938).

METZ:
International Spring Fair (Expometz)—12-20 March 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

MARSEILLES:
International Spring Fair—18-28 March 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581)

LYONS:
International Trade Fair—26 March-4 April 1977
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex

MILAN:
International Samples Fair—April 1977
* Apply: E. A. Fiera Internazionale Milano, Largo Domodossola, 1-20145, Milano.

LILLE:
International Trade Fair—15-25 April 1977
Apply: Weiget Leygonie & Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

SAARBRÜCKEN:
International Saar Fair—16-24 April 1977
* Apply: Internationale Saarmesse, 66 Saarbrücken, Messegelände (Tel. (0681) 5.30.56).

ZAGREB:
International Spring Fair—18-24 April 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

BASLE:
Swiss Industries Fair—23 April-2 May 1977
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/26 20 20).

GRAZ:
Spring Fair—30 April-8 May 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Trade Fair (Foire de Paris)—30 April-15 May 1977
Apply: 7 rue Copernic, 75782 Cedex 16 (Tel. 553 86 30 or 704 20 71).

VALENCIA:
International Trade Fair—May 1977
Apply: Feria Muestrario Internacional, Apartado 476, Valencia, Spain.

BORDEAUX:
International Trade Fair—14-23 May 1977
Apply: M. Moliner, Grand Parc, 33030 Bordeaux (Tel. 50 93 15).

NICOSIA:
Cyprus International (State) Fair—21 May-12 June 1977
Apply: Mr. Stavros Christou, General Manager, Cyprus State Fairs Authority, P.O. Box 3551, Makedonitissa Area, Nicosia, Cyprus.

PADUA:
International Padua Fair—27 May-5 June 1977
Apply: E. A. Fiera Internazionale Di Padova, via N. Tommaseo, 59-I-35100 Padova (Tel. (049) 38. 620).

METZ:
International Industrial Goods Exhibition (Equipex)—15-18 June 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

BILBAO:
International Trade Fair—July 1977
Apply: Feria Internacional de Mustras de Bilbao, Plaza De Pedroma. De Basterrechea, 2 Apartado 468, Bilbao 13

MALMO:
59th International Trade Fair (Skanemassan)—19-28 August 1977
Apply: Stiftelsen Skanemassan, Malmo Exhibition Halls, Box 19015, 20073 Malmo 19, Sweden (Tel. 040 80030; Telex 32256).

ISMIR:
International Trade Fair—August-September 1977
Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

UTRECHT:
International Autumn Trade Fair—September 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BARI:
International Levant Fair—September 1977
* Apply: E. A. Fiera del Levant, 70123 Bari, Italy.

STRASBOURG:
International Trade Fair—1-12 September 1977
Apply: M. le President, Palais des Expositions, 67000 Strasbourg Wacken (Tel. 36 11 90).

SALONIKA:
International Trade Fair—4-18 September 1977
Apply: Foire Internationale De Thessaloniki, Salonika, Greece. (Tel. 71 823).

VIENNA:
International Trade Fair (Autumn)—7-11 September 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

ZAGREB:
International Autumn Fair—9-18 September 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

DIEPPE:
Franco-British Trade Fair—10-18 September 1977
Apply: Federation of Sussex Industries, Seven Dials Corner, Brighton, Sussex.

BUDAPEST:
International Autumn Fair—Specialised Fair of Consumer Goods—16-25 September 1977
Apply: Hungexpo H-1441, Budapest, P.O.B. 44 Hungary.

MARSEILLES:
International Autumn Fair—23 September-3 October 1977
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

GRAZ:
Autumn Fair—1-9 October 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

METZ:
International Autumn Fair (Expofim)—1-10 October 1977
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

ZAGREB:
New Years Fair—17-29 December 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1978

UTRECHT:
International Trade Fair (Spring)—March 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Spring)—March 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London S.W.7 (Tel. 01-584 6938).

LYONS:
International Trade Fair—March 1978
Apply: Harrison Associates, 5 East Street, Rusper, Nr. Horsham, Sussex.

METZ:
International Spring Fair (Expometz)—March 1978
Apply: S. Black Organisation, Scotswood House, 50 Pine Grove, Totteridge N20 8LA (Tel. 01-445 5256).

MILAN:
International Samples Fair—April 1978
Apply: E. A. Fiera Internazionale Milano, Largo Domodossola, 1-20145 Milano

MARSEILLES:
International Spring Fair—April 1978
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, London EC4Y 8EB (Tel. 01-583 0581).

SAARBRÜCKEN:
International Saar Fair—April 1978
* Apply: Internationale Saar Messe, 66 Saarbrücken Messegelände (Tel. 0681) 5.30.56).

BASLE:
Swiss Industries Fair—15-24 April 1978
Apply: Schweizer Mustermesse, 4021 Basle (Tel. 061/262020).

GRAZ:
Spring Fair—29 April-7 May 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER. (Tel: 01-584 6938).

LILLE:
International Trade Fair—May 1978
Apply: Weiget Leygonie & Co Ltd 31/32 King Street, London, W.C.2. (Tel. 01-836 4825/9).

BORDEAUX:
International Trade Fair—May 1978
Apply: M. Moliner Directeur, Grand Parc 33030 Bordeaux. (Tel. 50 93 15).

PARIS:
International Trade Fair (Foire de Paris)—May 1978
Apply: Organisers: 7 Rue Copernic 75782. Cedex 16 (Tel. 553 86 30; 704 20 71).

PADUA:
Padua International Fair—May/June 1978
Apply: Fiera di Padova Campionaria Internazionale Cap 35100—Padova, via N. Tommaseo, 59, Padova.

ISMIR:
International Trade Fair—August-September 1978
* Apply: British Chamber of Commerce of Turkey, 69 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

UTRECHT:
International Trade Fair (Autumn)—September 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VIENNA:
International Trade Fair (Autumn)—September 1978.
* Apply: The Austrian Commercial Delegate in Great Britain, 1, Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

MARSEILLES:
International Fair (Autumn)—September 1978
Apply: Frank L. Crane Ltd., Specialised Publications Division, 16/17 Bride Lane, EC4Y 8EB (Tel. 01-583 0581).

SALONIKA:
International Trade Fair—September 1978
* Apply: Foire Internationale de Thessaloniki, Salonika, Greece (Tel. 71 823).

STRASBOURG:
International Trade Fair—September 1978
Apply: M. le President, Palais des Expositions 67000 Strasbourg, Wacken (Tel. 36 11 90).

BERLIN:
German Industries Exhibition—16-24 September 1978
† Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

METZ:
International Autumn Fair (Expofim)—October 1978
Apply: Sam Black Organisation, Scotswood House, 50 Pine Grove, Totteridge, London N20 8LA (Tel. 01-445 5256).

GRAZ:
Autumn Fair—30 September-8 October 1978
* Apply: The Austrian Trade Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

1979

UTRECHT:
International Spring Trade Fair—March 1979
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Agriculture, forestry, fishing and agricultural machinery

1977

BERLIN:
International Green Week—28 January-6 February 1977
* Apply: The German Chamber of Industry and Commerce, 11, Grosvenor Crescent, Londoh SW1X 7EE (Tel. 01-235 0691).

PARIS:
Leisure Power Cultivation Show—6-13 March 1977
Apply: M Jean, 24 Rue du Pont, 92523 Neuilly (Tel. 758 11 10).

BORDEAUX:
Triennial Fishing Exposition (Interfishing)—8-13 March 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

VERONA:
International Agricultural Fair—12-20 March 1977
* Apply: E. A. Fiere di Verona, C.P.525, Verona 37100, Italy.

PLOVDIV:
Agricultural Mechanisation, Machines and Equipment for the Food Industry—May/June 1977
Apply: Plovdiv Fair Administration, 37G Dimitrov Blvd., Plovdiv, Bulgaria.

KLAGENFURT:
Austrian Timber Fair—August 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1, Hyde Park Gate, London SW7 5ER (Tel. 01-584 693).

STUTTGART:
87th Agricultural Show—24 September-2 October 1977
Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Yel. 01-236 0911).

OPORTO:
IV International Food, Agricultural and Industrial Exhibition —14-23 October 1977
Apply: Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto, Portugal.

1978

BERLIN:
International Green Week—27 January-5 February 1978
* Apply: The German Chamber of Industry and Commerce, 11, Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

PARIS:
Leisure Power Cultivation—March 1978
Apply: M Jean, 24 Rue du Pont, 92523 Neuilly (Tel. 758 11 10).

MUNICH:
Exhibition of the Technology of Forestry and Forest Industries (Interforst)—30 May-4 June 1978
Apply: Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

KLAGENFURT:
Austrian Timber Fair—August 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1, Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

Aircraft and aeronautical equipment

1978

HANOVER:
International Air Show—26 April-4 May 1978
Apply: Mr. A. Rustemeyer, P.O. Box 283, 78, Riddlesdown Road, Purley, Surrey CR2 1YB (Tel. 668 7470).

TOULOUSE:
Aeronautical & Space Exhibition—June 1978
Apply: M. Mardegan Commissaire General, Avenue Clement-Ader Zone Aeronautique de Colomiers 31700 (Tel. 78 01 10).

Books and periodicals

1977

NICE:
International Book Festival—6-11 May 1977
Apply: Secretaire General, Palais des Expositions, 06300 Nice (Tel. 55 18 55).

1978

NICE:
International Book Festival—May 1978
Apply: Secretaire General, Palais des Expositions, 06300, Nice (Tel. 55 18 55).

Building, public works and construction equipment

1977

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1977
Apply: E. A. Fiere Di Verona, Casella Postale 525, 37100 Verona (Tel. (045) 50 40 22).

OPORTO:
IV International Building Materials and Housing Exhibition —15-24 April 1977
Apply: Associacao Industrial Portuense, Rua Mouzinho da Silveira 228, Oporto, Portugal.

TALLIN:
USSR Equipment and Materials for the Production of System-Built One-Room Homes—17-30 May 1977
Apply: General Directorate of Foreign Exhibitions in the USSR, Moscow 107232, Sokolnicheski Val, 1-a (Telex 1185 UIV TPP SU).

MADRID:
International Building and Construction Exhibition— 21 April-1 May 1977
Apply: Feria Internacional De La Construccion y Obras Publicas, Avda De Portugal, S/N (Feria Del Campo), Apartado 11044, Madrid 11.

YEREVAN—USSR:
Machinery and Equipment for the Extraction, Treatment and Mechanical Processing of Stone Materials— 11-21 October 1977
Apply: General Directorate of Foreign Exhibitions in the USSR, USSR Moscow 107232, Sokolnicheski Val, 1-a (Telex 7185 UIV TPP SU).

1978

VERONA:
International Earth Moving and Construction Equipment Exhibition (Samoter)—February 1978
Apply: E. A. Fiere Di Verona, Casella Postale 525, 37100 Verona (Tel. (045) 50 40 22).

HANOVER:
International Building Supplies Exhibition (Constructa)— 15-22 February 1978
Apply: Mr. A. Rustemeyer, P.O. Box 283, 78 Riddlesdown Road, Purley, Surrey CR2 1YB (Tel. 669 7470).

ROTTERDAM:
Trade Exhibition of Thermal, Acoustic, Fireproof and Cryogenic Insulation (Isolatie)—September 1978
Apply: Intradex b.v. Hoogstraat QII, Rotterdam (Tel. (010) 13 03 11).

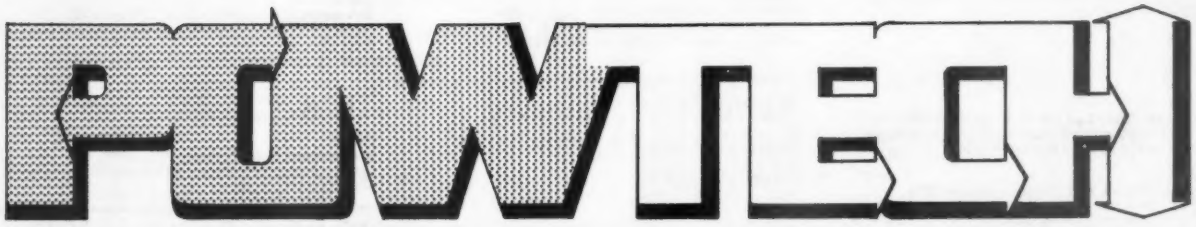
Chemicals and allied industries, including plastics

1976

BUCHAREST—ROMANIA:
(Petrochimica) Models, Sketches, Technical Documentation, Prospectuses etc., Regarding New Technology and Methods in the Field of the Chemical and Petroleum Processing Industry— 30 November-3 December 1976
Apply: Publicom Foreign Trade Publicity Agency, 22 N Balcescu Blvd., Bucharest (Telex 11374 a/b Camrom).

INTERNATIONAL POWDER TECHNOLOGY AND BULK SOLIDS

EXHIBITION & CONFERENCE



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1977

BRUSSELS:
International Plastics Exhibition (Europlastica)—March 1977
Apply: Europlastica, Palais du Centenaire B-1020 Brussels (Tel. 0278.48.60; Telex 23.643).

COPENHAGEN:
International Exhibition of Equipment for Chemical Process Industries (Kemtek 4)—18-22 April 1977
Apply: Bella Center, Center Boulevard, DK-2300 Copenhagen S, Denmark (Tel. 01-58 88 11; Telex 31 188 Bella DK).

BOLOGNA:
International Perfumery and Cosmetics Exhibition—April/May 1977
Apply: Ente Fiere Bologna, Piazza Costituzione 5, 40128 Bologna.

Clothing

1977

DUSSELDORF:
International Fashion Show (Igedo)—March 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ATHENS:
5th Hellenic and International Fashion Fair—1-4 March 1977
Hellenic Fashion Center, 50 Omirou Street, T.T.135, Athens, Greece (Tel. 630 115; Telex 21-4467 Lida GR).

WIESBADEN:
International Millinery Trade Fair (Interhut)—26-27 March 1977
• Apply: Internationale Hutfachmesse Für Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Spring Session—26-30 March 1977
Apply: Commissaire General, 69 Rue de Richelieu 75002 Paris (Tel. 742 1650).

PARIS:
International Fur Trade Exhibition—26-30 March 1977
Apply: M. Missir, Comite de Expositions de Paris, 7 Rue Copernic, 75782 Paris (Tel. 553 86 30).

VIENNA:
Ladies' Fashion Show—27-29 March 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show (Igedo)—April 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MUNICH:
International Fashion Week—13-17 April 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—18-21 April 1977
• Apply: The German Chamber of Industry and Commerce, 0691, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

FRANKFURT:
International Fur Fair—20-24 April 1977
• Apply: Frankfurter Rauchwaren-Messe-GmbH, 6 Frankfurt-am-Main, Postfach 7787, Bettinaplatz, 1.

PARIS:
International Clothing Trade and Knitting Industries Equipment Exhibition—8-11 June 1977
Apply: C F E, 40 Rue du Colisee, 75008 Paris (Tel. 225 34 90/77 50).

DUSSELDORF:
International Fashion Show (Igedo)—September 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

ATHENS:
6th Hellenic and International Fashion Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135, Athens, Greece (Tel. 630 115. Telex 21-4467 Lida GR).

WIESBADEN:
International Millinery Trade Fair (Interhut)—24-25 September 1977
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

VIENNA:
Ladies' Fashion Show—22-27 September 1977
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

DUSSELDORF:
International Fashion Show (Igedo)—October 1977
Apply: J. Naylor, 10 Old Bond Street, London W1X 4EN (Tel. 01-409 0956).

MUNICH:
International Fashion Week—3-7 October 1977
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BERLIN:
Fashion Week (including Interchic)—9-12 October 1977
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter) Autumn Session—22-26 October 1977
Apply: Commissaire General, 69 Rue de Richelieu 75002 Paris (Tel. 742 1650).

1978

BERLIN:
Fashion Week (including Interchic)—April 1978
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

VIENNA:
Ladies Fashion Show—April 1978
• Apply: The Austrian Commercial Delegation in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter)—April 1978
Apply: Commissaire General, 69 Rue de Richelieu 75002, Paris (Tel. 742 1650).

PARIS:
International Fur Trade Exhibition—April 1978
Apply: M. Missir, Comite Des Expositions de Paris, 7 Rue Copernic, 75782 Paris (Tel. 553 86 30).

MUNICH:
International Fashion Week—2-6 April 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

WIESBADEN:
International Millinery Trade Fair (Interhut)—June 1978
• Apply: International Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

ATHENS:
Hellenic Fashion Fair—September 1978
Apply: Hellenic Fashion Centre, 50 Omirou Street, T.T. 135 Athens, Greece (Tel. 630 115. Telex 214467 Lida GR).

BERLIN:
Fashion Week (including Interchic)—October 1978
• Apply: The German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691).

VIENNA:
Ladies' Fashion Show—October 1978
• Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (Pret-a-Porter)—October 1978
Apply: Commissaire General, 69 Rue de Richelieu, 75002 Paris (Tel. 742 1650).

MUNICH:
International Fashion Week—1-5 October 1978
• Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

WIESBADEN:
International Millinery Trade Fair (Interhut)—November 1978
• Apply: Internationale Hutfachmesse für Grossisten GmbH, 6 Frankfurt-am-Main Kaiserstrasse 64.

Display and shop equipment

1977

PARIS:
International Shopfitting and Trade Equipment Exhibition (Equipmag)—6-11 November 1977
Apply: Commissiare General, 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

Engineering, electrical and electronic, including radio and television

1977

PARIS:
International Audio-Visual (Means of Expression) Exhibition—24-30 January 19/7
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

PARIS:
International Festival of Sound—7-13 March 1977
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

ROME:
International Electronic, Nuclear and Aerospace Exhibition—23 March-3 April 1977
Apply: Rassegna Internazionale Electronica, Nuclear and Teleradioine, Matografica, Via Crescenzio 9, 00193 Rome (Tel. 656 93 43).

GENEVA:
The First International Mini/Micro Computer Exposition in Europe—24-26 May 1977
Apply: Kiver Communications Ltd., 149/155 Ewell Road, Surbiton, Surrey KT6 6AW, England (Tel. 01-390 0281).

BERLIN:
International Radio and Television Exhibition—26 August-4 September 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Street, London SW1X 7EE (Tel. 01-235 0691).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—16-21 September 1977
Apply: R. Buckle, 25 Berkeley House, Hay Hill, London WIX 8JB (Tel. 01-493 5563).

BUDAPEST:
3rd International Exhibition of Industrial Electronics (Mipel)—19-23 October 1977
Apply: Hunexpo, H-1441, POB44, Hungary.

1978

PARIS:
International Audio-Visual Exhibition (Means of Expression)—January 1978
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

PARIS:
International Festival of Sound—March 1978
Apply: M. Boissinot, 20 Rue Hamelin, 75116 Paris (Tel. 553 11 09).

PLOVDIV:
Domestic and Industrial Electronic Equipment—May/June 1978
Apply: Plovdiv Fair Administration, 37o Dimitrov Blvd., Plovdiv, Bulgaria.

PARIS:
Electrical Equipment Exhibition—June 1978
Apply: M. Decauville, La Biennale de L'Equipment Electrique, 11 Rue Hamelin, L 75016 Paris (Tel. 553 11 09).

CANNES:
Market for Videocassette Programmes and Equipment (Vidcom)—September 1978
Apply: Rod Buckle 'Vidcom', 25 Berkeley House, Hay Hill, London W1X 8JB (Tel. 01-493 5563).

Engineering, other

1977

DUSSELDORF:
International Design Engineering Conference and Exhibition—15-18 February 1977
Apply: Clapp and Poliak (Europe) Ltd., 232 Acton Lane, London W4 5DL.

BRUSSELS:
International Exhibition of Civil Engineering and Construction Site Equipment (Intermat)—4-12 June 1977
Apply: Foire Internationale de Bruxelles, Palais du Centenaire, B-1020 Brussels.

1978

PARIS:
International Woodworking Machinery Exhibition (Expobois)—April 1978
Apply: 150 Bd. Bineau, 92200 Neuilly-sur-seine (Tel. 722 6190).

PARIS:
Machine Tool and Mechanical Factory Equipment Exhibition—May 1978
Apply: 40 Rue du Colisee, 75008 Paris (Tel. 225 37 76).

Foodstuffs, food machinery, hotel and catering equipment

1977

LILLE:
The First Regional Salon for the Hotel Restaurant and Cafe Trade (Norexpo)—1977
Apply: M. Bouchery, President, Grand Palais, 39022 Lille (Tel. 53 99 60).

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits (Intersuc)—5-9 February 1977
Apply: 48 Avenue de Villiers, 75847 Paris Cedex 17 (Tel. 622 39 13).

WIESBADEN:
Trade Fair for Cafe and Patisserie Equipment (Inter-Kondi-Ca)—26 February-2 March 1977
Apply: Heckmann, Ausstellungen KG, Kapellenstra 47, 6200 Wiesbaden (Tel. (0612) 52 40 71-73).

SALONIKA:
2nd International Fair of Foods, Beverages and Machines—17-24 April 1977
Apply: Foire Internationale de Thessaloniki, Thessaloniki 36, Greece (Tel. Thessaloniki 271 823).

VALENCIA:
Spanish International Fair of Bakery and Confectionery Equipment (Maicop)—25 September-2 October 1977
Apply: Feria Muestrario Internacional de Valencia, Apartado 476, Valencia (Tel. 26 50 80. Telex Feria 62435).

OPORTO:
International Exhibition of Food, Beverages, Processing Plant and Allied Industries—21-30 October 1977
Apply: Associacao Industrial Portuense, Rua Mousinho da Silveira 228, Oporto.

MUNICH:
International Exhibition of Hotel and Catering Trades (Igafa)—4-10 November 1977
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1978

PARIS:
International Exhibition of Confectionery Chocolate and Biscuits (Intersuc)—February 1978
Apply: 48 Avenue de Villiers, 75847 Paris Cedex 17 (Tel. 622 39 13).

UTRECHT:
International Food Fair (ROKA)—February 1978
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BRUSSELS:
European Professional Fair for Industry and Handicraft of Bakery—February 1978
Apply: Palais du Centenaire, B-1020 Brussels, Belgium.

STUTTGART:
International Trade Fair for the Hotel Catering and Bakery Trades (Intergastra)—April 1978
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Bakery and Pastry Exhibition (Europain)—April 1978
Apply: Europain, 7 Rue Copernic, 75782 Paris Cedex 16 (Tel. 553 86 30/704 20 71).

MUNICH:
International Food Industry Trade Fair (Ikofa)—14-20 September 1978
† Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Exhibition of Machinery and Techniques for the Meat Industry and Trade (Matic)—November 1978
Apply: 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

PARIS:
International Food Equipment Industries Exhibition (Materal)—November 1978
Apply: Commissaire General, 42 Rue du Louvre, 75001 Paris (Tel. 231 40 31).

PARIS:
International Bottling Equipment and Allied Industries Exhibition—November 1978
Apply: M. Caron, Commissaire General, 7 Rue le Boetie, 75008 Paris (Tel. 265 22 83).

PARIS:
International Exhibition for the Malt and Beer Industries —November 1978
Apply: 43 Rue du Naples, 75008 Paris (Tel. 292 42 11).

Footwear

1977

ZAGREB:
26th International Leather and Footwear Week—22-25 February 1977
Apply: R. D. Sherman, ECL (Exhibition Agencies) Ltd. 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

PARIS:
International Footwear Exhibition (Expo-Printemps)—12-14 March 1977
Apply: Federation Nationale de l'Industrie de la Chaussure de France, 30 Avenue George-v, 75008 Paris (Tel. 261 51 86).

DUSSELDORF:
European Footwear Exhibition—26-28 March 1977
Apply: International Trade Fair Agencies Ltd., 10 Old Bond Street, London W1X 3DB.

ATHENS:
5th Shoe and Leather Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135, Athens, Greece (Tel. 630 115. Telex 21-4467 LIDA GR).

Furniture, furnishings, household equipment and hardware

1977

PARIS:
International Arts of Home-Making Exhibition (Art Menagers)—5-4 March 1977
Apply: M Breton, 15 Avenue de la Division Leclerc 92806 Puteaux (Tel. 722 16 40).

AMSTERDAM:
International Household Fair (Huishoudbeurs)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU. (Tel. 01-228 2880).

PARIS:
Exhibition of Interior Furnishing (Paritex)—10-14 June 1977
Apply: The Paritex Exhibition Organization Committee, 7 Rue Copernic 75782 Paris, Cedex 16 (Tel. 553/86 30/704 20 71.

BORDEAUX:
Domestic Equipment (Conforexpo)—31 October-11 November 1977
Apply: M Moliner, Grand-Parc BP 55, 33030 Bordeaux Cedex (Tel. 50 93 15).

1978

PARIS:
International Arts of Home-Making Exhibition (Art Menagers)—March 1978
Apply: M Breton, 15 Avenue de la Division Leclerc 92806 Puteaux (Tel. 722 16 40).

PARIS:
Exhibition of Materials and Items to be used for the manufacture of Furniture, Chairs and Bedding (Approfal)—April 1978
Apply: Commissariat General, Comite des Expositions, 7 rue Copernic, 75782 Paris, Cedex 16. (Tel. 553 86 30).

Gas and oil extraction and distribution including offshore activities

1977

DUSSELDORF:
International Congress and Exhibition for Liquified Petroleum—29 August-1 September 1977
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10, Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

Heating and ventilating

1977

ZAGREB:
4th International Exhibition of Heating, Cooling and Air-Conditioning (Interklima)—6-10 June 1977
Apply: Mr. R. D. Sharman, ECL (Exhibition Agencies) Ltd. 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

1978

GOTHENBURG:
Heating, Ventilating and Sanitary Equipment Trade Fair—1978
Apply: Svenska Massan, Skanegatan 26, S-42151, Gothenburg (Tel. 031-20 00 00).

ZURICH:
Int. Heating Air Conditioning and Sanitation Exhibition—Spring 1978
Apply: Zuspa International Trade Fair, Thurgauserstr 7, 8050 Zurich (Tel. (051) 46 50 55).

Horticulture and horticultural equipment

1977

STUTTGART:
Amateur Gardeners Exhibition (Dein-Garten)—23-27 March 1977
† Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

STUTTGART:
Federal Garden Show—29 April-23 October 1977
Apply: C.E.S. (Overseas) Ltd., 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Garden and Home Environment Exhibition—30 April-15 May 1977
Apply: Comite des Expositions de Paris, 7 Rue Copernic 75782. Paris Cedex 16. (Tel. 87 38 48).

1978

KARLSRUHE:
Trade Exhibition for Commercial Horticulture (Technik im Gartenbau)—September 1978
† Apply: Ausstellungs-und Kongress GmbH 75 Karlsruhe 1, Festplatz 1-3, Postfach 1208 (Tel. 0721 2.32 26).

Hospital, medical, surgical and dental equipment

1976

PARIS:
International Dental Congress and Exhibition—30 November-4 December 1976
Apply: Jacques Charon, Secretariat General, 22 Avenue de Villiers 75017 Paris (Tel. 924 85 32).

1977

PARIS:
Materials and Modern Techniques of the Social Environment for Rehabilitation (Readept)—21-25 April 1977
Apply: M Bfrnasconi, 144 Boulevard Voltaire, 75011 Paris

MUNICH:
German Surgical Society Congress and Exhibition (Chirurgie)—27-30 April 1977
Apply: Exhibiton Consultants Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

OYONNAX:
International Exhibition of Optical Materials (Silmo)—30 April-4 May 1977
Apply: M Sibois, 66 Rue Anatole, France 01103 Oyonnax (Tel. 77 31 27).

MILAN:
International Optics, Optimetry and Ophthalmology Exhibition (MIDO)—7-10 May 1977
Apply: Mido, via Petitti 16, 20149 Milan.

DUSSELDORF:
International Trade Fair for Optometry (Optica '77)—14-17 May 1977
Apply: J. Naylor, International Trade Fair Agencies Ltd., 10, Old Bond Street, London W1X 3DB (Tel. 01-409 0956).

LYONS:
Pharmaceutical Congress and Exhibition (Ipharmex)—17-20 November 1977
Apply: M Faure-Brac, Directeur, Palais des Congres, 69459 Lyon, Cedex 3. (Tel. 89 21 33).

Jewellery and giftware

1977

PARIS:
Exhibition of Art Manufacturers (Ateliers d'Art)—14-19 January 1977
Apply: 45 Rue des Petites Ecuries, 75010 Paris (Tel. 770 81 15).

VICENZA:
International Jewellers, Goldsmiths and Silversmiths Exhibition—16-23 January 1977
Apply: Ente Fiera di Vicenza, Viale Degli Scaligeri, C.P. 805, 36100 Vicenza.

COLOGNE TRADE FAIRS

TRADE FAIRS AND EXHIBITIONS

1977

* German **Furniture Fair**	19 / 23	JAN	
* **ISM –** International Sweets and Biscuits Fair	31 / 04	JAN / FEB	
* **DOMOTECHNICA –** International Fair for Household Appliances, Fittings and Components	10 / 13	FEB	
* International **Housewares Fair**	12 / 14	FEB	
* International **Hardware Fair** Tools – Locks + Fittings – D-I-Y Supplies	13 / 15	FEB	
* International **Men's Fashion Week**	27 / 01	FEB / MAR	
* International Fair **FOR THE CHILD**	11 / 13	MAR	
West German Fine Arts and Antiques Fair Cologne-Düsseldorf	12 / 20	MAR	
* **INTERZUM –** International Accessory, Equipment and Material Fair for Furniture Production, Interior Decoration and Furnishings – Machines for the Upholstery Industry	14 / 17	MAY	
* International **Men's Fashion Week**	21 / 23	AUG	
* **ANUGA –** World Food Market consuma – International Trade Sector for Foods and Provisions systema – International Technical Sector for Catering Systems and the Restaurant Trade technica – International Technical Sector for the Grocery Trade, Retail Grocery Industry and Food Industry	10 / 15	SEP	
* **SPOGA –** International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture	25 / 27	SEP	
* International **Garden Trade Fair**	25 / 27	SEP	
* International Fair **FOR THE CHILD**	07 / 09	OCT	
5th International Exhibition of **Sports Facilities and Swimming Pools** with International Congress	12 / 15	OCT	
International **Art Fair Cologne**	26 / 31	OCT	

* Admission restricted to trade visitors

Subject to alteration

For information: International Trade Fair Agencies Ltd., 10, Old Bond Street, London W1X 3DB, Tel. (01) 4090956, Telex 2-2751

ENCIRCLE TI 17 ON PAGE 46 FOR FURTHER INFORMATION

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta)—12-15 February 1977
* Apply: Exhibition Consultants Ltd., 11, Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Exhibition of Art Manufacturers (Ateliers d' Art)—8-13 September 1977
Apply: 45 Rue de Petites Ecuries, 75010 Paris (Tel. 770 81 15)

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—8-13 September 1977
Apply: BOCI, 26 Rue du Renard, 75004 Paris (Tel. 277 32 96)

1978

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—January 1978
Apply: BOCI, 26 Rue du Renard, 75004 Paris. (Tel. 277 32 96).

PARIS:
Exhibition of Art Manufacturers (Ateliers d' Art)—January 1978
Apply: 45 Rue des Petites Ecuries, 75010 Paris (Tel. 770 81 15).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery, Precious Stones and Silverware with Manufacturing Equipment (Inhorgenta)—9-12 February 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Exhibition of Art Manufacturers (Ateliers d' Art)—September 1978
Apply: 45 Rue des Petites Ecuries, 75010 Paris. (Tel. 770 81 15).

PARIS:
Jewellery, Silverware, Clocks, Watches and Gifts Exhibition (Bijorhca)—September 1978
Apply: BOCI, 26 Rue du Renard, 75004 Paris (Tel. 277 32 96).

Laundry and allied services

1977

PARIS:
International Laundry, Dyeing and Dry-Cleaning Exhibition—3-9 June 1977
Apply: M Auer, 80 Bd Malesherbes 75008 (Tel. 522 0733).

Leather, leather goods and fur

1977

PARIS:
International Leather Goods and Luggage Exhibition—January 1977
Apply: M. Thomas, Salon de la Maroquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (Tel. 272 94 71).

ZAGREB:
26th International Leather and Footwear Week—22-25 February 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd. 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

OFFENBACH:
International Leathergoods Fair—26 February-2 March 1977
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse 108-112.

FRANKFURT:
International Fur Trade Fair—20-24 April 1977
Apply: Frankfurter Rauchwaren-Messe GmbH, Bettinaplatz 1. 6000 Frankfurt a.M.

PIRMASENS:
Leather Week—3-5 May 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse, 19 (Tel. 06331 851).

OFFENBACH:
International Leather Goods Fair—27-31 August 1977
* Apply: Offenbacher Messe GmbH, 605, Offenbach-am-Main 1, Kaiserstrasse 108-112.

ATHENS:
5th Shoe and Leather Fair—1-4 September 1977
Apply: Hellenic Fashion Center, 50 Omirou Street, T.T. 135, Athens, Greece (Tel. 630 115. Telex 21-4467 Lida GR).

PIRMASENS:
Leather Week—8-10 November 1977
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens, Dankelsbachstrasse 19 (Tel. 06331-851).

1978

PARIS:
International Leathergoods and Luggage Exhibition—January 1978
Apply: Salon de la Marquinerie et Articles de Voyage, 6 Rue Beranger, 75139 Paris (Tel. 272 94 71).

OFFENBACH:
International Leathergoods Fair—February 1978
* Apply: Offenbacher Messe GmbH, 605 Offenbach-am-Main 1, Kaiserstrasse, 108-112.

PIRMASENS:
Leather Week—9-11 May 1978
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens Dankels Bachstrasse, 19 (Tel. 06331 851).

OFFENBACH:
International Leathergoods Fair—August 1978
* Apply: Offenbacher Messe GmbH, 605 Offenbach am-Main 1, Kaiserstrasse, 108-112.

PIRMASENS:
Leather Week—7-9 November 1978
* Apply: Pirmasenser Messe GmbH, 678 Pirmasens Dankelsbachstrasse, 19 (Tel. 06331-851).

Motor vehicles, motor cycles and cycles

1977

COPENHAGEN:
Motoring and Leisure Exhibition—26-30 January 1977
Apply: Bella Center, Center Boulevard, DK 2300, Copenhagen S.

AMSTERDAM:
International Motor Show (Passenger Cars—Personeauto Rai 77)—February 1977
Apply, Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

AMSTERDAM:
Motor Cycle Show (Rai Motorweekend 77)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

AMSTERDAM:
International Trade Fair for Garage Equipment and Parts of Motorcars (Autovak 77)—April 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

BUDAPEST:
International Exhibition for Maintenance of Vehicles and for Garage Industry (Autoservice)—15-20 April 1977
Apply: Hunexpo H-1441 Budapest, POB 44 Hungary.

BARCELONA:
International Motor Show—April/May 1977
Apply: Salon Internacional del Automovil, Av. Maria Cristina, Parque de Mont Montjuich, Barcelona.

FRANKFURT:
International Motor Show—15-25 September 1977
Apply: Collins and Endres, 36 Sackville Street, London W1X 1DB (Tel. 01-734 0543.

1978

AMSTERDAM:
International Commercial Vehicle Exhibition—February 1978
† Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

Music and musical instruments

1976

ZAGREB:
Record and Acoustic Appliances and Equipment Exhibition (Interdisc '76)—18-21 November 1976
Apply: Zagreb Fair, 2 Aleja Borisa Kidrica, Zagreb.

BRUSSELS:
Musical Instrument Exhibition—27 November-5 December 1976
Apply: Salon de la Musique, Palais du Centenaire, Brussels 1020, Belgium.

1977

ZAGREB:
Record and Acoustic Appliances and Equipment Exhibition (Interdisc '77)—18-21 November 1976
Apply: Mr. R. D. Sherman, E3L (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

FRANKFURT:
International Trade Fair for Musical Instruments—27 February-3 March 1977
Apply: Collins & Endres, 36 Sackville Street, London W1X 1DB (Tel. 01-734 0543).

Office machinery and equipment

1976

POZNAN—POLAND:
(Interbiuro) International Trade Fair for Office Equipment—28 November-2 December 1976
Apply: Management of the Poznan International Fair, Glogowska 14, 60-734 Poznan (Tel. 612-21; Telex 0415 210).

1977

VIENNA:
International Office Organisation Exhibition (Ifabo)—10-14 May 1977
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

BERLIN:
Office Equipment Exhibition (Buro-Data)—12-15 October 1977
Apply: German Chamber of Industry and Commerce, 11 Grosvenor Crescent, London SW1X 7EE (Tel. 01-235 0691)

FRANKFURT:
Office Supplies Exhibition—25-28 October 1977
Apply: Messrs Collins & Endres, 36 Sackville Street, London, W.1 (Tel. 01-734 0543)

1978

VIENNA:
International Office Organisation Exhibition (Ifabo)—May 1978
* Apply: The Austrian Commercial Delegate in Great Britain, 1 Hyde Park Gate, London SW7 5ER (Tel. 01-584 6938).

STUTTGART:
Office Machinery and Office Furniture Exhibition (Das Moderne Buro)—October 1978
† Apply: CES (Overseas) Ltd., Bridge House, 181 Victoria Street, London, E.C.4 (Tel. 01-236 0911).

Packaging machinery and materials, including containers

1977

PADUA:
International Exhibition of Mechanical Handling, Storage, Distribution—5-9 October 1977
Apply: E. A. Fiera Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38.620).

1978

PADUA:
International Exhibition of Mechanical Handling, Storage, Distribution—October 1978
* Apply: E. A. Fiera Internazionale di Padova, via N. Tommaseo, 59-1-35100 Padova (Tel. (049) 38 620).

MUNICH:
International Transport Exhibition (Transport '78)—17-21 October 1978
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Photographic equipment

1977

PARIS:
International Exhibition of Cinema, Theatre and Convention Hall Equipment (Cisco)—3-7 October 1977
Apply: M. Chevry, Commissaire General, 3 Rue Garnier, 92200 Neuilly, France (Tel. 747 84 00. Ext. 171).

INTERNATIONAL EXHIBITIONS IN THE USSR

1977

Metal-working computer-controlled machines, robots, manipulators and automatic operators — Moscow, February 22—March 4

Reference standards, model measuring equipment and precision instruments—'Metrology-77' — Moscow, March 29—April 8

Equipment for diagnostics and treatment of cardiac and nervous diseases — Tashkent, March 30—April 11

Equipment and technological processes in communication means manufacturing — Moscow, April 5—15

Equipment for the production of small prefabricated houses: Building materials, and components — Tallin, May 17—30

Special methods of compacting and equipment for investigation of P/M materials—'Powder Metallurgy-77' — Minsk, May 24—June 6

The 2nd International Exhibition 'Electrotechnical Equipment and Power Transmission Lines' — Moscow, June 9—23

Building materials and equipment for their production—'Stroimaterialy-77' — Kiev, June 21—July 4

The 2nd International Exhibition 'Railway Transport' — Moscow, July 13—27

Equipment and apparatus for drug production and testing — Moscow, July 20—31

Materials and testing equipment used in foundry — Moscow, July 22—August 1

The 4th International Exhibition 'Chemistry' — Moscow, October 4—18

Equipment for clinical treatment and research of ischemia heart disease — Tbilisi, October 6—17

Installations and equipment for stone extraction, processing, and machining — Erevan, October 11—21

Optics in science, industry, culture, and everyday life—'Optika-77' — Moscow, October 13—23

1978

The 2nd International Exhibition 'Equipment and Technique for food industry, trade and public catering establishments' — Moscow, March—April

The 2nd International Exhibition 'Organization of technical service and repair of cars and equipment for this purpose' — Moscow, June—July

The 3rd International Exhibition 'Agricultural machinery, equipment and instruments' — Moscow, September—October

Please apply for information to:
Department of International and Foreign Exhibition in the USSR,
1-a, Sokolnichesky Val;
Moscow, 107232, USSR
Telex: 7185 UIV TPP SU
Telephone: 268-70-83

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Pottery and Glass

1977

PARIS:
International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE)—27-31 March 1977
Apply: Commissariat General, SIFE, 32 Rue de Paradis, 75010 Paris (Tel. 770 76 02/770 26 42).

1978

PARIS:
International Exhibition of China, Pottery, Silverware and Household Decoration Industries (SIFE)—1978
Apply: Commissariat General, SIFE, 32 Rue de Paradis, 75010 Paris (Tel. 770 76 02/770 26 42).

Printing, stationery and printing machinery

1977

PARIS:
International Professional Stationery Show (Sippa)—4-7 February 1977
Apply: Comite du Salon de la Papeterie, 14 Boulevard Montmartre, Paris 75009.

1978

PARIS:
International Paper, Printing and Graphic Arts Industry Exhibition (Graphitec)—1978
Apply: M. Olive, 10 Rue du Colisee, 92800 Puteaux (Tel. 722 78 10).

Scientific instruments and nuclear equipment

1977

BORDEAUX:
International Exhibition and Colloquium on Nuclear Techniques and New Sources of Energy (Energiexpo)—24-28 January 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
French Physics Exhibition—December 1977
Apply: Societe Francaise de Physique, 33 Rue Croulebarbe, 75013 Paris (Tel. 707 32 98).

Ships and boats

1977

MUNICH:
Caravan, Boat and Accessories Exhibition (Caravan & Boat)—5-13 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—1-9 October 1977
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

1978

FRIEDRICHSHAFEN:
International Boat Show (Interboot)—30 September-8 October 1978
* Apply: Exhibitions and Trade Fairs (International) Ltd., 943a Brighton Road, Purley, Surrey (Tel. 01-668 2467).

Sports goods and camping equipment, including caravans

1977

STUTTGART:
International Exhibition for Caravans, Motors and Tourism (CMT)—22-30 January 1977)
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
Caravan, Boat and Accessories Exhibition—5-13 February 1977
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

HAMBURG:
Leisure, Camping, Caravan Exhibition—12-20 February 1977
Apply: Hamburg Exhibition-Congress Centre, 13 College Place, Southampton SO1 2FE (Tel. 0703 31134/5).

MUNICH:
International Sports Equipment Fair (ISPO)—24-27 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition—March 1977
Apply: Alpexpo Palais des Expositions, 38029 Grenoble (Tel. 098026).

LISBON:
International Exhibition of Sports Equipment (Nauticampo)—April 1977
Apply: Fil, Nauticampo, Praca das Industrias, Lisbon 3.

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '77)—18-25 May 1977
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Sports and Leisure Exhibition (Sisel)—12-14 September 1977
Apply: Spodex, 12 Rue Clapeyron, 75008 Paris (Tel. 522 94 60).

PARIS:
International Caravan Exhibition—6-16 October 1977
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris (Tel. 267 3944).

1978

STUTTGART:
International Exhibition for Caravans, Motors and Tourism (CMT)—28 January-5 February 1978
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

MUNICH:
International Sports Equipment Fair (Ispo)—February 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
Caravan, Boat and Accessories Exhibition—4-12 February 1978
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GRENOBLE:
International Winter Sports Exhibition—March 1978
Apply: Alpexpo Palais des Expositions, 38029 Grenoble (Tel. 098026).

STUTTGART:
International Collectors' Exchange and German Weapon Fair (ISA '78)—May 1978
* Apply: C.E.S. (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
International Sports and Leisure Exhibition (Sisel)—September 1978
Apply: Spodex, 12 Rue Clapeyron, 75008 Paris (Tel. 522 94 60).

PARIS:
International Caravan Exhibition—October 1978
Apply: M. Rotivel, 35 Rue des Renaudes, 75017 Paris (Tel. 267 39 44).

Textiles and textile machinery

1977

ZAGREB:
International Commercial Contract-Making on Textile Products (Kutex)—8-10 November 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951).

Toys and games

1977

PARIS:
International Toy Fair—12-18 February 1977
Apply: M. Vuagnat, 93 Rue de Turenne, 75003 Paris (Tel. 887 4480).

1978

PARIS:
International Toy Fair—February 1978
Apply: M. Vuagnat, 93 Rue de Turenne, 75003 Paris (Tel. 887 4480).

Watches and clocks

1977

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—12-15 February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—May 1977
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Besancon-Planoise (Tel. 87 21 74).

1978

MUNICH:
International Trade Fair for Watches, Jewellery, Precious Stones and Silverware (Inhorgenta)—9-12 February 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

BESANCON:
International Clock and Watchmaking Industry Exhibition (Micronora)—October 1978
Apply: M. Lagrange, Directeur General, Parc des Expositions, 25000 Besancon-Planoise (Tel. 87 21 74).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1976

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan)—25-29 November 1976
* Apply: Secretary, Via Paolo da Cannobio 9, 20122 Milan.

1977

MONACO:
International Hydrographic Exhibition and Conference—19-22 April 1977
Apply: International Hydrographic ORC, Avenue President J. F. Kennedy, Monte Carlo, Principality of Monaco.

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1977
* Apply: David Court, 19 Queen Anne's Grove, London, W.4 (Tel. 01-994 1060).

PARIS:
Europrotection—20-30 September 1977
Apply: Europrotection, M. Algoud, 8 Rue de la Michodiere, 75 Paris 2E.

GRENOBLE:
Anti-Pollution Techniques and Equipment Exhibition (Alpexpo)—3-7 October 1977
Apply: Alpexpo, Palais des Expositions Avenue d'Innsbruck, 38029 Grenoble, Cedex (Tel. 09 80 26).

MILAN:
International Cleaning and Sanitation Exhibition (Pulisan)—November 1977
* Apply: Secretary, Via Paolo da Cannobio 9, 20122 Milan.

1978

PARIS:
Man, Air, Water, Noise and Waste Exhibition (Environment-Expo)—June 1978
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

AMSTERDAM:
International Exhibition for the Treatment, Storage and Use of Water (Aquatech)—September 1978
* Apply: David Court, 19 Queen Anne's Grove, London, W. 4 (Tel. 01-994 1060).

Other specialised fairs

1976

BORDEAUX:
Blinds and Shutters Exhibition (Storexpo)—1-5 December 1976
Apply: Foire Internationale de Bordeaux, Boite Postale No 55, Grand Parc 33 Bordeaux, France (Tel. 44 83 15).

BUCHAREST—ROMANIA:
(Pluta) Cork-Based Raw Materials and Products—7-10 December 1976
Apply: Publicom, Foreign Trade Publicity Agency, 22 N Balescu Blvd., Bucharest (Telex 11374 a/b Camrom).

BUDVA:
International Exhibition of Tourist Prospects and Information Media—7-15 December 1976
Apply: Jadranski Sajam (Jadran Fair) Budva.

BUDVA:
Specialised Exhibition 'Tourist and Home Equipment'—7-15 December 1976
Apply: Jadranski Sajam (Jadran Fair) Budva.

PARIS
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—13-15 December 1976
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

1977

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—February 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MAASTRICHT:
Trade Picture Fair (Pictura)—Spring 1977
Contact: Mr. Van Rijn, Van Rijan Promotions, Onze Lieve Vrouwenplein 21, Maastricht (Tel. 043-12233).

MOSCOW:
Exhibition of Metalworking Machinery with Programmed Control, Robots, Manipulators and Automatic Operators (Robot)—22 February-4 March 1977
Apply: USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, Moscow.

BORDEAUX:
Oceanexpo/Interfishing—8-13 March 1977
Apply: M. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—26 March-3 April 1977
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

MOSCOW:
Exhibition of Equipment and Technological Process for the Production of Communications Systems (Communications Systems)—5-15 April 1977
Apply: USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow (Tel. 268-70-83; Telex UIV TPP).

BUDAPEST:
3rd International Exhibition for the Machinery of the Textile, Clothing, Leather, Shoe, Laundry and Cleaning Servoce—15-20 April 1977
Apply: Hunexpo H-1441, Budapest, P.O.B 44 Hungary.

PARIS:
International Exhibition of Advanced Transportation Systems (Transport-Expo)—19-24 April 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

STUTTGART:
International Collectors' Exchange and German Weapons Fair (ISA 77)—18-22 May 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London E.C.4 (Tel. 01-236 0911).

AMSTERDAM:
International Stamp Exhibition (Amphilex)—27 May-2 June 1977
Apply: Miss R. Bentley, 19 Freke Road, London SW11 5PU (Tel. 01-228 2880).

SALONIKA:
5th International Marble Fair—5-12 June 1977
Apply: Foire Internationale de Thessaloniki, Thessaloniki 36, Greece (Tel. Thessaloniki 271 823).

ZAGREB:
4th International Public Utility Equipment Fair (Urbanex)—6-10 June 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951)

PARIS:
Perfumery and Cosmetics Industry Exhibition—6-10 June 1977
Apply: M Beaucourt, Comite des Expositions de Paris, 7 rue Copernic 75782 Paris (Tel. 553 86 30. Cedex 16).

KIEV:
Exhibition of Building Materials and Equipment for their Manufacture (Building Materials)—21 June-4 July 1977
Apply: USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow (Tel. 268-70-83. Telex 7185 UIV TPP).

FLORENCE:
International Antique Dealers Fair—September 1977
Apply: Signor Giuseppe Bellini, International Antique Dealers Fair, Palazzo Strozzi, Florence.

HAMBURG:
Modern Family Exhibition—3-11 September 1977
Apply: Hamburg Exhibition Congress Centre, 13 College Place, Southampton SO1 2FE (Tel. 0703 31134/5).

STUTTGART:
International Trade Exhibition for Home Improvement Supplies (Do-it-Yourself)—7-11 September 1977
* Apply: CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, E.C.4 (Tel. 01-236 0911).

PARIS:
Technical Assembly Days—13-16 September 1977
Apply: M. D. Berger, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
Do-it-Yourself Exhibition (Bricolage)—October 1977
Apply: M. Devos, Salon du Bricolage, 42 Rue du Louvre, Paris 75001 (Tel. 231 40 31).

STRASBOURG:
Market for European Sub-Contracting (Midest)—10-14 October 1977
Apply: Midest-Parc des Expositions BP 1593, F 54027 Nancy (Tel. (28) 53 0901).

MOSCOW:
Exhibition of Optics used by Man, Science and Industry and in Culture and everyday life (Optika) —13-23 October 1977
Apply: USSR Chamber of Commerce and Industry, 1a Sokolnichesky Val, 107232 Moscow.
(Tel. 268-70-83. Telex 7185 UiV TPP).

ZAGREB:
4th International Exhibition of Teaching appliances and Training Equipment (Educa)—17-22 October 1977
Apply: Mr. R. D. Sherman, ECL (Exhibition Agencies) Ltd. 11 Manchester Square, London W1M 5AB.

BUDAPEST:
International Exhibition of School Equipment and Teaching Aids—19-25 October 1977
Apply: Hunexpo, H-1441 Budapest, P.O.B. 44 Hungary.

PARIS:
Equestrian Exhibition—7-13 December 1977
Apply: Spodex, 12 Rue Clapeyron, 75008 Paris.
(Tel. 522 94 60).

1978

PARIS:
International Entertainment Technology and Leisure Equipment Exhibition (Forainexpo-Amusexpo)—11-13 January 1978
Apply: M. D. Berger, Exhibition Consultants Ltd, 11 Manchester Square, London, W1 (Tel: 486 1951).

MUNICH:
International Trade Fair for Watches, Clocks, Jewellery and Silverware (Inhorgenta)—9-12 February 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel: 01-486 1951).

MUNICH:
International Light Industries and Handicrafts Fair (IHM)—11-19 March 1978
* Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

GOTHENBURG:
Public Transport Systems in Urban Areas Trade Fair—27-30 June 1978
Apply: Svenska Massan, Skanesataw 26, S-41251, Gothenburg (Tel. 031-20 00 00).

PARIS:
Do-It-Yourself Exhibition (Bricolage)—October 1978
Apply: M. Devis, Salon du Bricolage, 42 Rue du Louvre, Paris 75001. (Tel. 231 40 31).

MUNICH:
International Transport Exhibition (Transport '78)—17-21 October 1978
Apply: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

Section 3
Trade fairs and exhibitions outside Europe

General fairs

1976

DAKAR:
2nd International Fair—3-12 December 1976
Apply: M. le Presidente, Santa Internationale d'echanges de Dakar, BP3329, Dakar, Senegal, West Africa.

1977

SAUDI ARABIA:
International Trade Fair—15-29 March 1977
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

SYDNEY:
Royal Easter Show—1-12 April 1977
Apply: Royal Agriculture Society of N.S.W., GPO Box 4317, Sydney, NSW 2001.

TEL AVIV:
International Trade Fair (Modern Living)—28 April-14 May 1977
Apply: Yerid Hamizrakh Exhibitions Co. Ltd., P.O. Box 21075 (Tel Aviv 61210).

TEHRAN:
International Technology Fair—20-27 May 1977
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel: 01-540 1101).

SYDNEY:
Asian Trade Fair—29 May-6 June 1977
Apply: Riddell Exhibition Promotions Pty Ltd., 166 Albert Road, South Melbourne, Vic. 3205.

KANSAS CITY:
Western Farm Show—27 February-2 March 1977
Apply: J. Keith Melvin, Bus Manager, 638 W39th Street, Kansas City MO.64111.

HALIFAX:
World Fishing Exhibition—31 August-7 September 1977
Apply: Industrial and Trade Fairs International Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

SYDNEY:
Orange National Field Days—14-17 November 1977
Apply: Australian National Field Days—Orange, 205 Anson Street, Orange NSW 2800

Agriculture, forestry, fishing, and agricultural machinery

1977

TULARE:
California Farm Equipment Show—8-10 February 1977
Apply: Dan T. Johns, Greater Tulare Chamber of Commerce, P.O. Box 1475, Tulare, Calif. 93274.

Chemicals and allied industries including plastics

1977

BOMBAY:
Pharma-Expo '77, 16-20 January 1977
Apply: Pharma-Expo '77 Exhibition, Exhibition Secretariat, Post Box No 16567, Worli, Bombay 400 018.

1978

BOMBAY:
Chem. and Tech—1978
Apply: Secretariat, Taj Building, 3rd Floor, 210D, Naoroji Road, Bombay 400 023.

Engineering, electrical and electronic, including radio and television

1977

PHILADELPHIA:
American Welding Society Annual Meeting and Welding Exposition—25-29 April 1977
Apply: American Welding Society, 2501 NW 7th Street, Miami, Florida (33125).

SYDNEY:
International Radio and Electronics Engineering Convention '77—August 1977
Apply: The Institute of Radio and Electronics, Engineers, Australia ADC Building, 189 Kent Street, Sydney, NSW 2000.

Engineering, other

1977

USA:
International Die Casting Exposition and Congress—March 1977
Apply: The Society of Die Casting Engineers Inc., 16007 West 8 Mile Road, Detroit, Michigan 48235

CHICAGO:
Sheetmetal Engineering Conference and Exposition—11-13 October 1977
Apply: William J. Hilty, Society of Manufacturing Engineers, 20501 Ford Road, P.O. Box 930, Dearborn, Michigan, 48128 USA. (Tel. (313) 271-1500. Telex 23-04-77).

Furniture, furnishings, household equipment and hardware

1976

TEHRAN:
International Sanitary and Household Appliances (SAHO)—24-30 November 1976
Apply: Norman F. Keenan and Associates, Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

1977

SYDNEY:
Furniture Exhibition—6-11 May 1977
Apply: NSW Guild of Furniture Manufacturers, 1 King Street, Newtown, NSW 2042.

SAN FRANCISCO:
Western Merchandise Mart—July 1977
Apply to: L. Rogers, Western Merchandise Martk 1355 Market Street, San Francisco, California 94103.

DALLAS:
Market Center Furniture Exhibition—11-16 July 1977
Apply to: Bill Cooper, Dallas Market Center, 2100 Stemmons Freeway, Dallas, Texas 75207.

MELBOURNE:
Hardware Trade Fair—September 1977
Apply: Hardware Retailers Association of Victoria, 13 Atherton Road, Oakleigh, Victoria 3166.

Gas and oil extraction and distribution including offshore activities

1977

DALLAS:
Annual Conference and Exhibition of the Petroleum Industry Electrical Association (PIEA). Petroleum Electrical Supply Association (PESA). Petroleum Electrical Power Association (PEPA)—18-21 April 1977
Apply: Don R. McCullough, Piea Exhibits Manager, 4302 Airport Boulevard, Austin Texas 78722.

Jewellery and giftware

1977

SYDNEY:
International Gift Trade Fair—February 1977
Apply: World Promotions Pty. Ltd., 4-14 Foster Street, Surrey Hills, NSW 2010.

Laundry and allied services

1977

CHICAGO:
World Educational Laundering and Cleaning Congress (Clean '77)—25-28 April 1977
Apply: Robert T. Kenworthy, Exposition Management, 866 United Nations Plaza, New York City, NY 10017.

Motor vehicles, motor cycles and cycles

1977

MELBOURNE:
International Motor Show—10-19 March 1977
Apply: Australian Automobile Dealers Association (Victoria), Victorian Automobile Chambers of Commerce, 464 St. Kilda Road, Melbourne, Victoria 3004.

SYDNEY:
International Motor Show—19-27 August 1977
Apply: Chamber of Automotive Industries, P.O. Box 311, Kings Cross 2011.

MELBOURNE:
International Motor Cycle Show—18-25 September 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

Printing, stationery and printing machinery

1977

BOSTON:
New England Printing Machinery Show—18-21 January 1977
Apply: New England Printer and Lithographer, Sheraton Building, Atlantic Avenue, Boston, Mass. 02110.

Ships and boats

1977

MELBOURNE:
Herald National Boat Show and Camping Display—3-10 July 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

SYDNEY:
International Boat Show—5-10 August 1977
Apply: Daniel and Cruickshank Pty. Ltd., Suite 202, 11 Clarke Street, Crows Nest, NSW 2065.

Sports goods and camping equipment, including caravans

1977

MELBOURNE:
Caravan and Camping Show—May 1977
Apply: Caravan and Camping Industries Association of Vic. 65 Wellington Street, Windsor, Vic. 3181.

SYDNEY:
Caravan and Outdoor Leisure Show—May 1977
Apply: Daniel and Cruickshank Pty. Ltd., 11 Clark Street, Crows Nest NSW 2065.

Textiles and textile machinery

1977

SAO PAULO:
International Textile Machinery Fair (Itmex '77)—10-18 September 1977
Apply: R. E. France, British Textile Machinery Association, 444-446 The Royal Exchange, Manchester M2 7EP (Tel. 061-834 2991).

1978

GREENVILLE—SOUTH CAROLINA:
American Textile Machinery Exhibition (International Atmei)—October 1978
Apply: Graydon R. Powers Jr., Box 5863 Greenville, South Carolina 29606.

Toys and games

1976

KANSAS CITY:
Gift and Toy Show of Missouri
Apply to: Janice Randol, 216 West 17th Street, Kansas City, Missouri 64108.

Footwear

1977

NEW YORK:
National Shoe Fair—12-15 February 1977
New York Coliseum
Apply to: Mr. Reno Ravenna, National Shoe Fair of America, 12 East 36th Street, Suite 1207, New York, NY 10016.

Other specialised fairs

1977

ST LOUIS:
Leather and Allied Industries Show—March 1977
Marriott Hotel, St. Louis
Apply to: Mrs. V. A. Yard, St. Louis Leather and Allied Industries Show, 529 North Holmes Ave, St. Louis, MO 63122 (Tel. 966-0685).

JERUSALEM:
Laboratory Equipment Exhibition—11-15 April 1977
Apply: Exhibition Manager, Laboratory Equipment Exhibition, P.O. Box 16271, Tel Aviv, Israel.

SINGAPORE:
Home Show '77—4-12 June 1977
Apply: Singapore Home Show, 6e Mount Sophia, Singapore 9.

SYDNEY:
2nd Annual Security Industry Exhibition—July 1977
Apply: Daniel Cruikshank Pty Ltd., 11 Clarke Street Crows Nest NSW 2064.

TORONTO:
Federation for Information Processing Congress—8-10 August 1977
Apply: c/o National Computer Conference, 210 Summit Ave., Montvale, NJ., 07645.

MELBOURNE:
Sun News—Pictorial International Homes Show—20-28 August 1977
Apply: Riddell Exhibition Promotions Pty. Ltd., 166 Albert Road, South Melbourne, Victoria 3205.

SYDNEY:
Environment '77—13-17 September 1977
Apply: South Pacific Total Concept Exhibitions Pty Ltd., 475 Pittwater Road, Brookvale, NSW 2100.

POZNAŃ

THE FAIR PROGRAMME 1977

PIF – POZNAN INTERNATIONAL FAIR
June 12-21, 1977

FOTOKINOTECHNIKA – INTERNATIONAL PHOTO AND CINEMATOGRAPHIC TRADE FAIR
October 16-23, 1977

POLIGRAFIA – INTERNATIONAL EXHIBITION OF PRINTING MACHINES
October 16-23, 1977

TAROPAK – INTERNATIONAL PACKAGING. STORAGE AND HANDLING EXHIBITION
October 16-23, 1977

CHEMIA – INTERNATIONAL TRADE FAIR FOR CHEMISTRY
Autumn 1977

Detailed information available on request from the PIF Management, Gllogowska 14, 60-734 Poznań, tel. 612-21, telex: 0415210, cable: targ pl.

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The Malt House
21 London End
Beaconsfield, Bucks
Telephone: 049 46 6141

Bruno Mason
Giltspur Expo Industries Inc.
3223 South Western Avenue
Chicago
Illinois 60608
Telephone: (0101) 312 376 3000
Telex: 254791

ENCIRCLE TI 20 ON PAGE 46 FOR FURTHER INFORMATION

Section 4
Trade fairs and exhibitions in the United Kingdom

General fairs

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977
At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Agriculture, forestry, fishing, and agricultural machinery

1976

LONDON:
Royal Smithfield Show and Agricultural Machinery Exhibition—6-10 December 1976. At Earls Court
* Apply: Smithfield Show Joint Committee, S.M.M.T. Ltd., 21-24 Grosvenor Place, London SW1X 7JF (Tel. 01-235 7000).

1977

BELFAST:
Royal Ulster Annual Show and Industrial Exhibition—25-28 May 1977. At Balmoral Showground
* Apply: Royal Ulster Agricultural Society, Kings Hall, Balmoral, Belfast BT9 6GW (Tel. Belfast 665225).

SHEPTON MALLET:
Bath and West Counties Show—31 May-4 June 1977
At Show Site
* Apply: Bath and West and Southern Counties Society, Showground, Shepton Mallet, Somerset BA4 6QN (Tel. 0749 3366).

MALVERN:
Three Counties Agricultural Society's Show—14-16 June 1977. At Malvern Show Site
* Apply: Secretary, Three Counties Show, Malvern, Worcester WR13 6NW (Tel. Malvern 61731).

INGLISTON:
Royal Highland Show—21-24 June 1977. At Royal Highland Showground
* Apply: Royal Highland and Agricultural Society of Scotland, Ingliston, Newbridge, Midlothian EH28 8NF (Tel. 031-333 2444).

NORWICH:
Royal Norfolk Agricultural Show—29-30 June 1977. At Showground, New Costessey
* Apply: Royal Norfolk Agricultural Association, Dereham Road, New Costessey, Norwich NR5 0TT, Norfolk (Tel. (0603) 742000).

KENILWORTH:
Royal Agricultural Show—4-7 July 1977. At National Agricultural Centre
* Apply: Royal Agricultural Society of England, National Agricultural Centre, Kenilworth, Warwicks CV8 2LG (Tel. Coventry 56151)

HARROGATE:
Great Yorkshire Show—12-14 July 1977. At The Showground
* Apply: Yorkshire Agricultural Society, Great Yorkshire Showground, Hookstone Oval, Harrogate, N. Yorkshire (Tel. Harrogate 61536)

BUILTH WELLS:
Royal Welsh Agricultural Show—19-21 July 1977. At Builth Wells Showground, Llanelwedd
* Apply: Royal Welsh Agricultural Society Ltd., The Showground, Llanelwedd, Builth Wells, Breconshire LD2 3SY (Tel. Builth Wells 3683).

Building, public works and construction equipment

1977

BIRMINGHAM:
INTERBUILD International Building and Construction Exhibition—16-25 November 1977. At National Exhibition Centre
† Apply: Interbuild Exhibitions Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951)

Chemicals and allied industries, including plastics and rubber

1977

LONDON:
OCCA 29th Technical Exhibition of the Oil and Colour Chemists' Association—22-25 March 1977. At Alexandra Palace
* Apply: Oil and Colour Chemists' Association, Priory House, 967 Harrow Road, Wembley, Middlesex HA0 2SF (Tel. 01-908 1086)

BRIGHTON:
RUBBEREX '77 International Rubber Exhibition—16-20 May 1977. At Metropole Exhibition Centre
Apply: Maclaren Exhibitions Ltd., P.O. Box 109, Davis House, 69/77 High Street, Croydon CR9 1QH, Surrey (Tel. 01-688 7788).

BIRMINGHAM:
INTERPLAS International Plastics Exhibition
15-23 September 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707)

Clothing

1977

LONDON:
IMBEX International Men's and Boy's Wear Exhibition—28 February-4 March 1977. At Earls Court
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 3BG (Tel. 021-705 6707).

LONDON:
50th Junior Fashion Fair—20-24 March 1977. At Royal Horticultural Society's Hall
* Apply: National Children's Wear Association, 40/42 Oxford Street, London W1N 9FJ (Tel. 01-636 1833/4)

BIRMINGHAM:
British International Fashion Fair—30 March-1 April 1977. At National Exhibition Centre
* Apply: Clothing Export Council of Great Britain, Academy House, 26-28 Sackville Street, London W1X 1DA (Tel. 01-734 9744)

LONDON:
The London Fashion Exhibition—March/April 1977. Earls Court
Apply: Earls Court and Olympia Ltd., Exhibition Building, Warwick Road, Earls Court, London SW5 9TA (Tel. 01-385 1200)

LONDON:
The London Designer Group Collection—31 March-3 April 1977. At Inn-on-the-Park
Apply: London Designer Collections, 17 Bridle Lane, London W1R 3HL (Tel. 01-437 7257).

LONDON:
The London Collections—31 March-3 April 1977. At Inter-Continental Hotel
Apply: Fashion Promotions Ltd., 32/34 Wellington Street, London WC2E 7BD (Tel. 01-836 7342).

Display and shop equipment

1977

LONDON:
INTERSHOP Shop and Display Equipment Exhibition—1-4 May 1977. At Olympia
* Apply: Shop and Display Equipment Association, 18 Croydon Road, Caterham, Surrey CR3 6YR (Tel. Caterham (22) 48911/2)

Engineering, electrical and electronic, including radio and television

1977

LONDON:
BRIGHTSHOW '77—30 January-4 February 1977. At Olympia
* Apply: Decorative Lighting Association, Moelfre, Anglesey, North Wales LL72 8IN (Tel. Moelfre (024 888) 396)

LONDON:
HI-FIDELITY '77 International Exhibition and Seminar—19-24 April 1977. At Heathrow Hotel, London Airport
* Apply: Emberworth Ltd., 8 Furlong Road, Bourne End, Bucks (Tel. (06285) 27213)

LONDON:
London Electronic Component Show—17-20 May 1977. At Olympia
† Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

BIRMINGHAM: IDEA International Domestic Electrical Appliances Trade Fair—24-27 May 1977. At National Exhibition Centre
Apply: Montbuild Ltd., 11 Manchester Square, London W1M 5AB (Tel. 01-486 1951)

LONDON:
APRS '77 International Exhibition of Professional Recording Equipment—16-17 June 1977. At The Connaught Rooms, London WC2
* Apply: Association of Professional Recording Studios, 23 Chestnut Avenue, Chorleywood, Herts WD3 4HA (Tel. Rickmansworth (87) 72907)

LONDON:
Control and Instrumentation Exhibition and Conference,—13-15 September 1977. At West Centre Hotel
† Apply: Morgan Grampian (Publishers) Ltd., 30 Calderwood Street, London SE18 6QH (Tel. 01-855 7777).

Engineering, other

1977

BIRMINGHAM:
INSPEX Engineering Inspection and Quality Control Exhibition—28 March-1 April 1977. At National Exhibition Centre
† Apply: Business Conferences and Exhibitions (Inspex) Ltd., 153 St. Pauls Wood Hill, Orpington, Kent BR5 2SR (Tel. 01-300 3200).

BIRMINGHAM:
International Mechanical Handling Exhibition—16-21 May 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

LONDON:
Dust Control and Air Cleaning Exhibition—20-23 September 1977. At Olympia
† Apply: Technology Exhibitions Ltd., 1 Katharine Street, Croydon CR9 1LB (Tel. 01-686 6339).

LONDON:
FILTECH International Filtration and Separation Exhibition and Conference—20-23 September 1977. At Olympia
† Apply: Filtech Exhibitions Ltd., 1 Katherine Street, Croydon CR9 1LB (Tel. 01-686 6339).

BIRMINGHAM:
International Mining Exhibition—10-15 October 1977. At National Exhibition Centre
Apply: Brintex Exhibitions Ltd., 178/202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

Foodstuffs, food machinery, hotel and catering equipment

1977

HARROGATE:
National Meat Trades Fair—9-11 May 1977. At Exhibition Centre
† Apply: Brintex Exhibitions Ltd., 178-202 Great Portland Street, London W1N 6NH (Tel. 01-637 2400).

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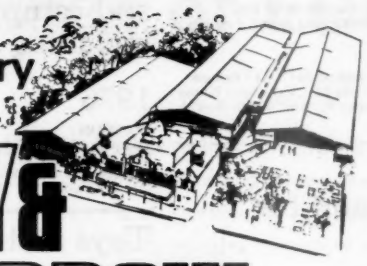

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ENCIRCLE TI 21 ON PAGE 46 FOR FURTHER INFORMATION

UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotion Division of the Department of Trade (at the appropriate Regional Office for firms outside London and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The Department in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to help where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the Commercial Officers to get up-to-date information about the market. The Department would therefore welcome receiving notification of any businessman intending to travel overseas. To enable the overseas Commercial Officers to be of the greatest assistance to UK visitors the Department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

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Olympia, London
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14th-18th August 1977

The 13th West Country Gifts Fair
Palace Hotel and Terrace Exhibition Hall
Torquay, Devon
Sunday to Thursday
9th-13th January 1977

International Spring Fair
National Exhibition Centre
Birmingham, England
6th-10th February 1977

The 5th Scottish Gifts Fair
Kelvin Hall, Glasgow, Scotland
Sunday to Thursday
13th-17th February 1977

The Blackpool Gifts Fair
Blackpool, Lancs.
Sunday to Thursday
20th-24th February 1977

Organised by TRADE PROMOTION SERVICES LTD.
Exhibition House, 6 Warren Lane, Woolwich, SE18 6BW
Tel: 01-855 9201 (7 lines) Telex: 896152

ENCIRCLE TI 33 ON PAGE 46 FOR FURTHER INFORMATION

LONDON:
Delicatessen International Exhibition—16-19 May 1977. At Royal Horticultural Society's New Hall, Westminster
† Apply: Fairs and Exhibitions Ltd., 21 Park Square East, Regents Park London NW1 (Tel. 01-935 8200).

LONDON:
CTN International Confectionery, Tobacco and Newsagency Exhibition.—15-18 May 1977. At Olympia
* Apply: CTN Enterprises Ltd., Ashley House, 53 Christchurch Avenue, London N12 0DH (Tel. 01-445 6344).

LONDON:
FOODPACK International Food Processing, Packaging and Machinery Exhibition—15-18 November 1977. At Earls Court
Apply: B.P.S. Exhibitions Ltd., 4 Seaford Court 220-222 Great Portland Street, London W1N 5HH (Tel. 01-388 2117).

Footwear

1977

BLACKPOOL:
International Slipper Fair—16-18 January 1977. At Savoy and Cliffs Hotels
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

HARROGATE:
Autumn Shoes Exhibition—27-29 March 1977. At Exhibition Centre
* Apply: Shoe and Leather News (Exhibitions) Ltd., 84/88 Great Eastern Street, London EC2P 2DJ (Tel. 01-739 2071).

Furniture, furnishings, household equipment and hardware

1977

BRIGHTON:
Spring Floorcoverings Exhibition—31 January-3 February 1977. At Metropole Exhibition Centre
* Apply: P. Crofts, C & C Furnishing Ltd., 30 Southgate, Chichester, Sussex (Tel. Chichester 88423).

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
International Furniture Show—6-13 February 1977. At Earls Court
* Apply: B.F.M. Exhibitions Ltd., 17 Berners Street, London W1P 4DY (Tel. 01-580 5115).

LONDON:
Daily Mail Ideal Home Exhibition—8 March-2 April 1977. At Olympia
* Apply: Angex Ltd., Temple House, Temple Avenue, London EC4Y 0JA (Tel. 01-353 4000).

LONDON:
DECOR International Contract Furnishing and Interior Design Exhibition—26-30 June 1977. At Olympia.
* Apply: Westbourne Exhibitions Ltd., Crown House, Morden, Surrey SM4 5EB (Tel. 01-540 1101).

Gas and oil extraction and distribution including offshore activities

1976

BIRMINGHAM:
Offshore International Exhibition—7-10 December 1976. At National Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Jewellery and giftware

1977

BIRMINGHAM:
International Spring Fair—6-10 February 1977. At National Exhibition Centre
* Apply: Trade Promotion Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

GLASGOW:
Scottish Gift Fair—13-17 February 1977. At Kelvin Hall
* Apply: Trade Promotions Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

LONDON:
Annual British Exhibition of Fine Jewellery and Sterling Silver—20-24 March 1977. At Goldsmith's Hall, City of London
*Apply: Exhibition Committee, Exhibition of Fine Jewellery and Sterling Silver, 299 Oxford Street, London W1R 1LA (Tel. 01-493 7628).

LONDON:
International Gifts Fair—14-18 August 1977. At Olympia
* Apply: Trade Promotions Services Ltd., Exhibition House, 6 Warren Lane, Woolwich, London SE18 6BW (Tel. 01-855 9201).

Leather, leather goods and fur

1977

BIRMINGHAM:
Leather and Associated Trades Show—26-28 April 1977. At National Exhibition Centre
* Apply: The Leather Institute, 9 St. Thomas Street, London SE1 1LL (Tel. 01-407 1582).

Motor vehicles, motor cycles and cycles

1977

LONDON:
International Racing and Sporting Motorcycle Show—8-15 January 1977. At Horticultural Hall, London, S.W.1
* Apply: Herbert Daniel (Holdings) Ltd., 19 Compton Terrace, London N1 1RY (Tel. 01-226 7901).

Office machinery and equipment

1977

LONDON:
STATINDEX '77 Stationery Industry Exhibition—16-19 January 1977. At Grosvenor House
* Apply: British Stationery and Office Products Federation, 6 Wimpole Street, London W1M 8AS (Tel. 01-580 9256).

BIRMINGHAM:
International Business Show—11-20 October 1977 At National Exhibition Centre.
PLEASE NOTE THIS EVENT FORMERLY KNOWN AS THE INTERNATIONAL BUSINESS EFFICIENCY EXHIBITION AND HELD IN LONDON.
* Apply: Business Equipment Trade Association, 109 Kingsway, London WC2B 6PU. (Tel: 01-405 6233).

Packaging machinery and materials, including containers

1977

BIRMINGHAM:
PAKEX International Packaging Exhibition—14-18 March 1977. At National Exhibition Centre
Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Scientific instruments and nuclear equipment

1977

BIRMINGHAM:
LABEX International Laboratory Apparatus and Materials Exhibition—7-11 March 1977. At National Exhibition Centre
* Apply: Industrial and Trade Fairs Ltd., Radcliffe House, Blenheim Court, Solihull, West Midlands B91 2BG (Tel. 021-705 6707).

Ships and boats

1977

LONDON:
International Boat Show—6-16 January 1977. At Earls Court
* Apply: National Boat Shows Ltd., 31 Great Queen Street, London WC2B 5AD (Tel. 01-405 7481/5).

BIRMINGHAM:
Birmingham Post—Evening Mail Boat and Leisure Life Exhibition—24 February-6 March 1977. At National Exhibition Centre
* Apply: Birmingham Boat Shows Ltd., 28 Colmore Circus, Birmingham B4 6AX (Tel. (021) 236 3366).

Sports goods and camping equipment, including caravans

1976

LONDON:
Camping, Outdoor Life and Travel Exhibition—31 December 1976 - 9 January 1977. At Olympia
* Apply: Trades Exhibitions Ltd., Exhibition House, Spring Street, London W2 3RB (Tel. 01-262 2886).

Toys and games

1977

HARROGATE:
International Toy Fair—8-13 January 1977. At Exhibition Centre and various Hotels
* Apply: Harrogate International Toy Fair Ltd., 8-9 Upper Street, Islington, London N1 0PP (Tel. 01-226 6653).

BIRMINGHAM:
British Toy and Hobby Fair—22-27 January 1977 At National Exhibition Centre
* Apply: British Toy Fairs (International) Ltd., 80 Camberwell Road, London SE5 0EG (Tel. 01-228 4107)

LONDON:
Amusements Trades Exhibition—25-27 January 1977. At Alexandra Palace
* Apply: Amusement Trades Exhibitions Ltd., 122 Clapham Common North Side, London, S.W.4 (Tel. 01-228 4107).

Watches and clocks

1977

LONDON:
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* Apply: Illiffe Promotions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-261 8000).

Water, effluent and air treatment plant including anti-pollution, cleaning and refuse disposal equipment

1977

BIRMINGHAM:
International Reclamation and Disposal Exhibition—12-16 September 1977. At National Exhibition Centre
Apply: Maclaren Publishers Ltd., P.O. Box 109, Davis House, 69-77 High Street, Croydon, Surrey CR9 1QH (Tel. 01-688 7788).

Other specialised fairs

1977

LONDON:
STAMPEX National Stamp Exhibition—1-5 March 1977. At New Horticultural Hall
* Apply: Philatelic Traders Society Ltd., 27 John Adam Street, London WC2N 6HZ (Tel: 01-930 6466).

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* Apply: Specialist Exhibitions Ltd., Green Dragon House, 64 High Street, Croydon, Surrey CR9 2UH (Tel. 01-686 5741).

HARROGATE:
British Pet Trade Fair—24-26 April 1977. At Exhibition Centre
* Apply: Pet Store Trader, Old Colony House, South King Street, Manchester M2 2DA (Tel. 061-834 8451).

LONDON:
IFSSEC International Fire, Security and Safety Exhibition—25-29 April 1977. At Olympia
* Apply: Victor Green Publications Ltd., 106 Hampstead Road, London NW1 2LS (Tel. 01-388 7661).

LONDON:
Grosvenor House Antiques Fair—8-18 June 1977. At Grosvenor House
* Apply: David Cohen, Grosvenor House, Park Lane, London W1A 3AA (Tel. 01-499 6363).

LONDON:
FILM '77 International Technology Conference and Exhibition—11-15 July 1977. At Grosvenor House Hotel
* Apply: British Kinematograph, Sound & Television Society, 110-112 Victoria House, Vernon Place, London WC1B 4DJ (Tel. 01-242 8400).

Addresses of ECGD offices

The Export Credits Guarantee Department (ECGD) is a government department providing export credit insurance for United Kingdom exporters and insurance against political risks for new investments overseas. Although credit insurance is its main service to exporters the department offers them a number of others. Firstly the Bank Guarantee scheme, enables exporters who are eligible to obtain export finance from their bank at a special low rate. Major projects carried out by British firms in overseas countries can be financed by the buyer credit technique which gives the exporter the bulk of his payment on shipment of the goods. Similar to this is the line of credit facility which extends the buyer credit principle to include contracts often with an individual value as low as £10,000. ECGD now insures 35 per cent of all UK exports. For full details of all ECGD services contact Publicity Branch, ECGD, Aldermanbury House, Aldermanbury, London EC2P 2EL, telephone 01-606 6699 extension 258, telex 883601, or get in touch with one of the offices listed below.

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T. W. Hawes, 320 Purley Way, Croydon, Surrey CR9 4HL Tel. 01-686 9921. Telex 946998.

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C. W. Gentry, 593–599 High Road, Tottenham, N17 6SW. Tel. 01-808 4570. Telex 263615.

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H. Watson, Three Crowns House, 72-80 Hills Road, Cambridge CB2 1NJ. Tel. 0223 68801. Telex 81624.

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Scotland and the Outer Isles.

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R. H. K. Hughes, Elisabeth House, St. Peter's Square, Manchester M2 4AJ. Tel. 061-228 3621. Telex 667756.

New York

In the United States of America exporters can obtain assistance from the Department's resident Representative for the USA and Canada.

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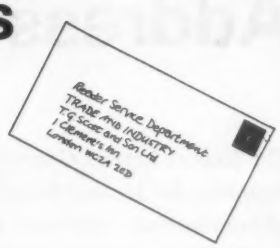

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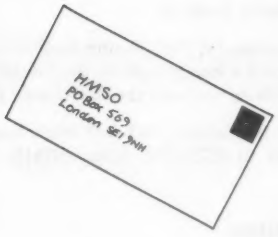

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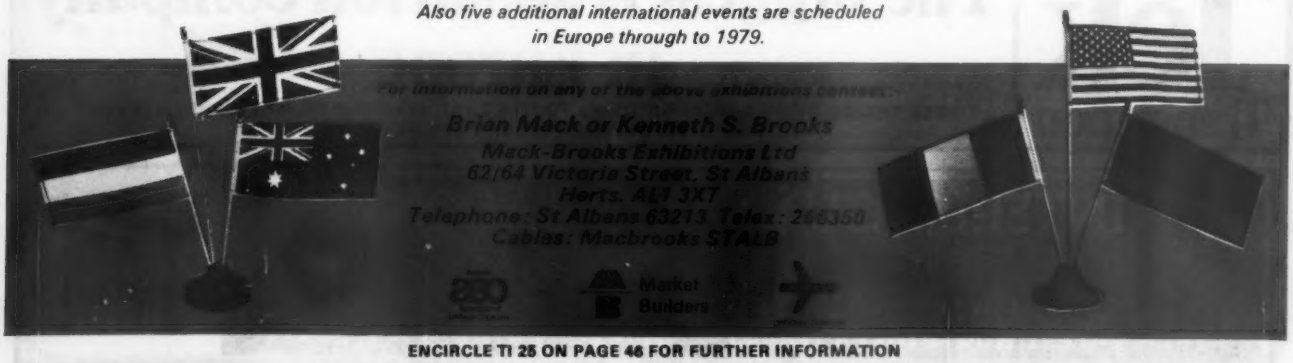

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Market Builders

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Overseas trade news

UK-Venezuela economic co-operation agreement initialled

At the end of the first visit to the UK by a Venezuelan president, Secretary of State for Trade, Edmund Dell, and Venezuelan foreign minister Escovar Salom initialled a proposed agreement on economic and industrial co-operation which will establish an effective machinery for consultation in economic sectors.

The initialling on 23 November came at the end of a two-day visit by President Perez and a delegation which included the Minister for Foreign Affairs, the Minister of State for International Economic Affairs and the Minister of State for Basic Production. In the course of his visit President Perez met the Prime Minister and senior cabinet ministers.

Mr Dell led a delegation of the leaders of British industry for a presentation and exchange of ideas. The outcome was a clear identification of a number of sectors where British industry might play a significant part in the development of Venezuelan economy. The President also met representatives of UK financial institutions and individual British companies.

In addition to the proposed economic and industrial co-operation agreement proposals were made for other agreements covering technological and cultural exchanges.

The visit took place against a background of increasing British exports to the Venezuelan market. Exports have climbed from £50.3 million in 1974 to £91.6 million in 1975, an increase of 82 per cent. Trade this year so far shows an increase of 40 per cent.

There is, however, still a deficit in the UK trade with Venezuela, of about £74 million. UK imports, mainly of oil and iron ore, have increased by an even greater extent than exports. UK exports only represent some 4 per cent of the total Venezuelan imports.

President Perez (right) greets Edmund Dell before their meeting on 22 November.

Venezuela has benefited enormously from the increase in oil prices and now intends to use this money to develop other sectors of the economy. As this diversification process gets under way there will be wide ranging opportunities for Anglo-Venezuelan trade and co-operation.

Venezuela's fifth development plan is impressive. There are no shortages of resources in financial terms but technical and managerial resources are limiting. This is where the UK is particularly well placed to contribute by both government-to-government arrangements and via the provision of training as part of the normal commercial process.

Industrial sectors where the UK is well placed to help include steel, rail and road urban transport, agriculture, fisheries, petrochemicals, offshore oil installations, shipbuilding and ship repairing, and coal development.

Dell speaks to construction industries

Edmund Dell, Secretary of State for Trade, told the annual luncheon in London of the Export Group for the Constructional Industries that in 1975 the UK pushed up her share of world trade in manufactures for the first time in four years. This improvement seems to have been maintained at least in the early months of 1976.

The UK had made a particularly strong advance in Opec where Britain's market share had increased substantially and all the country's major competitors were outperformed. Over the last 12 months the volume of UK exports to the world has grown by 11 per cent.

Turning to the export achievements of the constructional industries, Mr Dell said that the contribution of the building and civil engineering industries to Britain's export achievements had been a substantial one, particularly in the Arab market and in Iran where more than 40 per cent of the construction industries' overseas work arose.

'The value of new contracts won overseas by British construction firms,' he said, 'amounted to an estimated £1,433 million at current prices in the 1975/76 financial year.'

In real terms, the value of new contracts had remained fairly steady at about the level achieved the previous year.

'The figures reflect', Mr Dell went on, 'a degree of retrenchment by some clients who had to reassess their resources, and also increasing competition and difficult contract conditions in some markets. Net earnings from overseas activities in the last full year for which figures were available amounted to £158 million, compared with £110 million the previous year.'

Imports of speciality steels under quota into US

Trade and Industry, 5 November page 369, published details of the United States' quotas on imports of certain articles of stainless steel or alloy tool steel from the EEC (including the UK).

The table below, derived from statistics made available by the US customs service, shows the products which are subject to quotas, the United States quotas on imports from the EEC for the period 14 June to 13 December 1976, and US imports of the products concerned from the EEC during this period as at 12 November.

The US *Federal Register* of 18 November carried the text of a US presidential proclamation effective on 22 November which (a) cancels the previous quota for alloy tool steel (item 923.24); (b) raises a new quota for bearing steel (item 923.25); and (c) raises a new quota for alloy tool steel, other than bearing steel (item 923.26). The quotas on imports from the EEC in the year commencing 14 June 1976 are 3,500 short tons in the case of item 923.25, and 3,400 short tons in the case of item 923.26. Only 60 per cent of the quota for item 923.26 may be used in the period 14 June to 13 December 1976. 480 short tons of bearing steel from the EEC, already entered under former item 923.24, are being charged against item 923.25. Alloy tool steel other than bearing steel already imported from the EEC under former item 923.24 is being charged against item 923.26; thus item 923.26 will permit the entry of a further 480 short tons only in the period up to 13 December 1976.

Inquiries: CRE 01-215 5629.

Product	US import quotas for period 14 June to 13 December 1976 (pounds weight)	US imports during this period as at 12 November (pounds weight)
Sheets and strips of stainless steel (item 923.20)	18,960,000	17,296,326
Plates of stainless steel (item 923.21)	3,480,000	Quota filled
Bars of stainless steel (item 923.22)	3,000,000	283,878
Wire rods of stainless steel (item 923.23)	8,800,000	Quota filled on 8 November
Alloy tool steel (item 923.24)	4,080,000	see above

Notices to importers

Issued by the Department of Trade, Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. Telephone inquiries should be addressed to the number at the end of the notice.

1587: Imports of textiles from the Republic of Korea – revised coverage of restrictions

Following the initialling of the EEC/Korea textile agreement, notice to importers 1527, published in *Trade and Industry* on 12 December 1975, set out the UK quota levels for 1976 and 1977 for imports to the UK of certain textile items from the Republic of Korea.

The text of the agreement has now been published in the *Official Journal of the European Communities*, as council regulation 2474/76, and the earlier text has been adjusted so that certain items previously subject to quota have now been removed from restriction. These items comprise under and outer garments and clothing accessories, of silk or noil or other waste silk, or of flax or ramie, falling within tariff headings 60.04, 60.05, 61.01, 61.02 and 61.03, other articles falling within tariff heading 60.05 and babies' garments falling within tariff heading 61.02. Surveillance licences will however be required for these goods if consigned to the UK from outside the EEC; details of the surveillance licensing arrangements are set out in notice to importers 1502. The items listed in notice to importers 1570 (*Trade and Industry*, 13 August 1976), as being subject to UK phasing out arrangements remain unchanged.

Below is a revised table setting out the items covered by the agreement and the levels to be adhered to for the calendar years 1976 and 1977. The arrangements for licensing goods covered by the restrictions remain as set out in notice to importers 1527.

Inquiries: Import Licensing Branch tel. 01-603 4644 ext. 311.

Category no.	Tariff heading	Description of goods	Units	UK quota levels 1976	1977
1	55.09 ex 56.07	Woven fabrics of cotton or of synthetic textile fibres of which	1,000kg	1,714 (a)	1,898 (a)
1A	ex 55.09 ex 56.07	Woven fabrics of cotton or of synthetic textile fibres, *other than unbleached and bleached* ((a) of which not more than 20% for woven fabrics of synthetic textile fibres)	1,000kg	253 (a)	265 (a)
2	ex 56.05	Yarn containing 85% or more by weight of synthetic textile fibres (discontinuous or waste), not put up for retail sale	1,000kg	1,295	1,378
3	ex 60.04	Under garments, knitted or crocheted, not elastic nor rubberised: shirts, undervests, T-shirts, singlets and the like, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 units	1,708	1,995
4	ex 60.05	Outer garments and clothing accessories, knitted or crocheted, not elastic nor rubberised: jerseys, pull-overs, slip-overs, twinsets, cardigans, bed-jackets and jumpers, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs	11,860	11,919
5	ex 61.01	Men's and boys' outer garments: raincoats of the overcoat type *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs		
	ex 61.02	Women's, girls' and infants' outer garments, *other than babies' garments*: raincoats of the overcoat type, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs	850	908
6	ex 61.01	Men's and boys' outer garments: trousers, jeans, breeches and the like, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs		
	ex 61.02	Women's, girls' and infants' outer garments, *other than babies' garments*: trousers (including jeans) shorts and the like, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs	987	1,056
7	ex 61.01	Men's and boys' outer garments, *other than of silk or noil or other waste silk or of flax or ramie*: suits (1 suit is counted as 2 pieces) jackets, blazers and the like	1,000 pcs	875	1,137
8	ex 61.02	Women's, girls' and infants' outer garments, *other than babies' garments*: shirts and blouses, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs	2,140	2,217
9	ex 61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs: shirts, *other than of silk or noil or other waste silk or of flax or ramie*	1,000 pcs	3,073	3,340
10	ex 51.04	Woven fabrics of synthetic textile fibres (continuous) including woven fabrics of monofil or strip of heading 51.01 or 51.02	1,000m²	14,000	14,980
11		Not applicable to the UK			
12		Not applicable to the UK			
13	ex 60.05	Outer garments and clothing accessories, knitted or crocheted, not elastic nor rubberised: *other than of silk or noil or other waste silk or of flax or ramie;* *other than jerseys, pullovers, slip-overs, twinsets, cardigans, bed-jackets and jumpers*	1,000kg	300	321

1588: Imports from the People's Republic of China of men's and boys' woven undergarments

As already announced, men's and boys' woven undergarments originating in the People's Republic of China, other than those of cotton or of flax, and other than shirts, have been made subject to quantitative restriction. (Woven shirts of cotton, of flax, of synthetic textile fibres, and other woven undergarments of cotton or of flax are already restricted when imported from the People's Republic of China – see notices to importers 1533 and 1573 published in *Trade and Industry* on 9 January and 20 August 1976.)

The goods affected and the quota established for the period 1 January to 31 December 1976 are as in the table below.

Tariff heading	Description	Quota
ex 61.03	Men's and boys' undergarments, other than those wholly or mainly of woven cotton, or of flax and other than shirts	290,000 pieces

Imports of these garments from the People's Republic of China were already subject to UK surveillance licensing. Outstanding surveillance licences issued under those arrangements in respect of these newly restricted goods were revoked with effect from 23 November 1976. As the quota applies to the whole of 1976, all imports effected since 1 January will count against the quota. Traders who have such goods at present in transit to the UK, shipped on or before 22 November 1976 should make immediate application, on Form ILB/A, to Import Licensing Branch in respect of these goods, providing evidence of the date of shipment.

The volume of goods imported so far this year suggests that there will be little, if any, of the quota left to permit any further imports during 1976. Any traders who had established irrevocable letters of credit or who had entered into firm contracts on or before 22 November 1976 for consignments of these goods due for shipment in 1976 or 1977 should however inform Import Licensing Branch of the amounts involved as soon as possible, and not later than 10 December 1976, providing documentary evidence of the commitment. The arrangements for 1977 will be the subject of a further notice to importers, which will be published shortly.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 272.

Anti-dumping investigation into men's leather shoes from Czechoslovakia

A full investigation is to be conducted by the Department of Trade into the alleged dumping of men's leather shoes originating in

Czechoslovakia. This follows an application under the Customs Duties (Dumping and Subsidies) Act 1969.

A statement of the applicants' case will made available to any interested parties who give an undertaking to treat the information contained in the statement in strict confidence. Any representations in connection with this application should be submitted in writing not later than 9 December 1976. Such representations, in summarised form and without attribution to the source, may be passed to the applicants for comment. Those making representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above and any representations, should be sent to General Division, Department of Trade, Room 344, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, tel. 01-215 3876.

Suspension of anti-dumping duty on unwrought magnesium

After reviewing the current market situation the Department of Trade has decided to extend the temporary suspension of anti-dumping duty on unwrought magnesium from the USSR, which came into force on 24 November 1975, for a further period of 12 months.

The new order, the Anti-Dumping Duty (Temporary Suspension) (No. 3) Order 1976 (SI 1976 No. 1940) comes into operation on 24 November 1976. Before the end of the suspension the situation will be re-examined.

Copies of the order can be obtained from HMSO, 49 High Holborn, London WC1 (price 10p) or by post from HMSO, PO Box 569, London SE1 (price 16½p).

Application for temporary exemption from import duty

The Department of Trade is considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the supply available is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the UK demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the authorising legislation and *will remain in operation until* 31 December 1977 or for such shorter period as may be justified.

Interested parties who wish to make representations should address them to General Division, Department of Trade, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, preferably through a trade association, giving the reference shown below and stating whether their names may be passed tot he applicants for temporary exemption.

Representations should be received by 10 December 1976.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
76.03	Aluminium alloy sheet in coils containing not less than 0.9 per cent by weight and not more than 1.6 per cent by weight of manganese and not less than 0.7 per cent by weight and not more than 1.4 per cent by weight of magnesium as the major alloying elements, of a width of not less than 550mm and not more than 700mm and of a thickness of not less than 0.40mm and not more than 0.45mm	Manganese/aluminium alloy sheet	31 December 1977	T 16081

Mr Wilks (centre) Mr Baker, (right), and John Whittaker, deputy shop steward, looking at a centre lathe machine for manufacturing crank shafts at Graham Duttich Ltd.

New factory built on exports

Speaking at the opening of a new factory built by Grahame Puttick Ltd, Jim Wilks, chief executive, BOTB, described the factory – which has been built as a direct result of the company's 85 per cent export turnover – as an illustration of the message that 'exports equal jobs'.

'It is,' he said, 'a living demonstration of the consensus of support from the management and the shop floor, from the unions and the CBI, that we have to look to exports as the positive way out.'

Exports, he said, created profits and therefore generated the cash flow for such investments as the new 'puma' plant. Greater exports meant a stronger currency and a better standard of living for everyone.

The company was founded in 1957, and in the last three years has more than doubled its sales. It is currently exporting to over 100 countries.

Studyday on Dutch market for British furniture

'The Dutch market for contemporary and reproduction furniture' is the title of an export studyday to be held at the Excelsior Hotel, Manchester Airport, on 14 December 1976. Organised by the Netherlands British Chamber of Commerce, and supported by British Furniture Exports Ltd, the seminar follows market research carried out by the British Overseas Trade Board.

The seminar opens with a general outline of the Dutch market by Mr H. van der Worp, director of the NBCC, and continues with a paper from Mr P. E. Schrijnemaekers, central furniture buyer for Vroom and Dreesmann BV. This main paper will deal with every aspect of the contemporary and reproduction furniture market, including product requirements, price structure, buying attitudes and future trends. It will be followed by an open forum question-and-answer session led by a panel of experts. After lunch there will be private discussions between buyers and exporters.

The fee for the studyday, which includes refreshments, lunch, documentation and summarised report, is £12.15 plus VAT. Further information can be obtained from the Netherlands British Chamber of Commerce, Television House, 10-12 Mount Street, Manchester M2 5NT, tel. 061-834 5674.

'Give us the tools and we will finish the job' – BOTB chairman

In his foreword to this year's BOTB annual Report, chairman Sir Frederick Catherwood says that if Britain is to hold the small gain made in her share of world trade after a long decline, the UK must begin to match its competitors' investments in industrial capacity by large-scale reallocation of national resources. To secure public support for this reallocation, he said, 'export industries would have to demonstrate that exports could provide extra employment and generate at least some of the cash flow needed to re-equip. People will then believe us when we say "Give us the tools and we will finish the job."' Further extracts from the Report are published below.

On export trends the Report begins by stating that 'The two salient features of Britain's overseas trade during the past year were a marked reduction in the trading deficit and an increase in the country's share of world markets – only the second time this has happened in the past 20 years.'

In 1975, Britain's deficit on current account stood at £1,673 million. The first half of this year however showed an improvement with a deficit totalling £592 million. At the same time our share of world trade moved up half a per cent to 9.3 – the most rapid increase being to the Opec area where the value of our exports increased by 88 per cent. This increase, together with one of 16 per cent to western Europe, owed most to exports of machinery which held up well in the face of world recession. The Report says that 'in the first half of 1976 the trend was more encouraging. The value of shipments was up 15 per cent on a balance of payments basis compared with the second half of 1975 and the volume of deliveries rose by 8 per cent. The main contributions to the improving trend were provided by increased exports to North America and western Europe.'

The overseas earnings of invisible exports from banking, insurance, shipping, tourism, consultancy work, etc, have continued to loom large in the total balance of payments picture and, at present, are running at a rate of more than £11,000 million a year.

Services for exporters

Turning to the services offered to exporters, the Report states that the Export Intelligence Service (EIS), continued its important function of providing industry with information about export opportunities and developments overseas according to the individual subscriber's product or services and market interests. Despite the increase in subscription charges in April 1976, exporters' interest in the EIS continued and on 30 June 1976, there were 7,823 subscribers – an increase of 979 (14.3 per cent) during the year 1975/76.

Overseas yachting journalists, guests of BOTB and the British boating industry, try out a British craft at a preview of the Southampton boat show.

The rapid growth in the work of the Overseas Project Group continued during the year in line with the undiminished importance of project business. The redistribution of wealth following the rise in the price of oil and the economic emergence of Brazil continued to create an effective overseas demand for infrastructure and industrial development projects of unprecedented size. The group is currently co-ordinating assistance to the British firms concerned in some 180 projects of total value in excess of £24 billion. The great majority of the projects are in the countries and industrial sectors which offer the best prospects of net benefits to the balance of payments.

Last year the Board supported a record number of firms in promotions overseas – 6,837 companies participated at 350 fairs and exhibitions. The number of outward trade missions supported was also higher in 1975. Over 2,500 British businessmen participated in 222 outward missions to 64 countries. The final 1976 figures are likely to show a further increase in activity. The number of overseas store promotions and British shopping weeks in 1975 was near that of 1974.

Fifty-eight overseas government officials able to influence purchases over a wide range of industry accepted the Board's invitation to visit Britain as its guests under the VIP Visitors Scheme during 1975. Financial assistance was given to 55 inward missions invited by British industry. The missions, from 44 countries, comprised 552 buyers and others able to influence purchases, an increase of over 25 per cent on 1974 missions. The number of overseas businessmen coming to Britain at their own expense and seeking advice from the bureau continued at about 2,000 a year. Most wished to be put in touch with sources of supply or wanted to conclude licensing or agency arrangements. During 1975 the bureau organised 345 industrial tours for overseas commercial officers compared with 292 in 1974.

Turning to the Board's Export Marketing Research Scheme, the Report says that during the 1975/76 financial year 252 market research projects were approved, involving a total expenditure of some £300,000. Since the scheme began in 1969 the Board has supported 812 projects at a cost of more than £1 million and nearly 9,000 firms have benefited either individually or through their trade associations.

The European Components Service (ECS) has continued its operations in the Federal Republic of Germany, France, the Netherlands and Scandinavia. In addition, progress has been made in the offshore oil field in western Europe. A particular feature during the past 12 months has been the drive to

promote the export of automotive components to the French vehicle industry. This has been conducted with the British embassy in Paris. A pilot project has been carried out in Spain with promising results. The total value of export opportunities identified by ECS in west European markets during the past year has approached £8 million, and these have been passed on to over 1,600 British firms, of whom some 300 have submitted quotations. The estimated value of orders placed during the year as a result of introductions through the ECS is in the region of £5 million of which a significant proportion stems from opportunities identified in preceding years. The Report states that a most useful addition to the outlets for information about the Board's services during the year was the opening of the Government Services Centre at the National Exhibition Centre, Birmingham. The Government Services Centre, which is run by Central Office of Information staff, is the only public inquiry point serving all government departments. Inquiries relating to the board's activities and services comprise a quarter of the total inquiries received by this strategically-placed facility.

Training for overseas trade

The board's policy, based on the Liston 'Report on Education and Training for Overseas Trade,' has continued. As part of this policy, which includes working through appropriate agencies, close contact has been maintained with the Business Education Council and the Training Services Agency. The new foundation course in overseas trade, sponsored by the Board and the Institutes of Export, Freight Forwarders, Marketing and the Society of Shipping Executives, started its first year well. This is a one-year, part-time course designed to give people with management potential a groundwork in overseas trade studies leading to a national supplementary certificate and, through further study, to membership qualifications of one of the four sponsor institutes. The Board supported presentations by chambers of commerce in London and the provinces to promote the course, as part of a major publicity campaign, and 750 students subsequently enrolled at 35 colleges and polytechnics throughout the United Kingdom. A week-end seminar for part-time foundation course lecturers wishing to improve their teaching techniques was held in April. Nearly 40 teaching institutions are offering the foundation course in their curricula from September 1976.

Other projects include a new short course, supported by the Board, aimed at top executives of smaller and medium-sized firms faced with the task of planning an export strategy. The course has been developed and tested, with Board assistance, by the Administrative Staff College, Henley.

Trade with Japan

During a year in which the Japanese economy showed first slow then accelerated growth out of its recession, the Board's Exports to Japan Unit continued to stimulate interest in the market by addressing some 20 gatherings in London and the regions: The unit held two major UK conferences 'Market 100 Million' (devoted to consumer goods), in October 1975, and 'Japan: the capital goods market'. Over 100 delegates attended each of these events. Presentations on marketing in Japan were also given to senior executives of some major industrial groups and companies.

The exhibition facilities of the British Export Marketing Centre in Tokyo continue to be fully utilised. The Report says that 11 major exhibitions were mounted during the year ended June 1976 and there was a continued steady demand for private shows from individual companies. Themes of official exhibitions included both consumer and capital goods and ranged from domestic appliances to aerospace equipment. The centre's programme is now finalised until mid-1977, and the tentative programme stretches into early 1978. This reflects the continuing interest of British industry in the Japanese market and its recognition of the potential offered in the post-recession period.

At BOTB's regional conference in Bradford over 200 delegates from industry and the services sector were presented with case studies based on the exporting experiences of local companies.

Communication between government and industry

Regarding communication between industry and government, the Report states that one of the main tasks of the Board is to form a bridge between industry and commerce, and the government. This role has formed a larger part of the Board's work this year due to two activities – the regional export dynamics conferences, and Export Year. The regional conferences have provided focal points for the Board's continuing effort to promote discussion on how goods and services are most successfully and professionally sold overseas. The aim of Export Year, which began on 1 June and will continue through 1977, is to make everyone with a job in any way connected with exports see more clearly how those exports affect their job security, their firm's profitability and the country's prosperity.

The Report refers to the Board's close co-operation with Export Clubs and with non-official trade organisations both at home and abroad. The British Standards Institution's Technical Help to Exporters service, which is supported by the BOTB, now largely directs its efforts towards meeting the expressed needs of industry, such as new services to provide advance information concerning changes in technical requirements. The Simplification of International Trade Procedures (Sitpro) Board has continued its work in rationalising documentation and procedures, and has maintained and extended its working contacts with other national facilitation organisations formed on the Sitpro pattern (eg Costpro Canada, Jastpro Japan).

The BOTB's Report 1976 concludes with lists of members of all the Board's 16 area advisory groups, together with a brief indication of group activities during the past year, and a list of all firms participating in Export Year.

Copies of the British Overseas Trade Board's Report 1976 are available from the Publicity Unit, Room 231A, 1 Victoria Street, tel. 01-215 3221.

Overseas trade country data

Argentina

Value added tax. The two VAT rates of 13 per cent and 21 per cent have been unified to form one rate of 16 per cent. A copy of law 21.376 which made this amendment is available on request.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Australia

Temporary protection request on articles of leather apparel. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of articles of leather apparel falling within items 42.03.300 and 42.03 900 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received by the department, and at a subsequent stage may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority will be in the nature of a holding action pending consideration of the long term protection requirements of the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the reference will be subject to the terms of the action. Australian importers therefore have been urged to exercise caution in placing orders overseas and in entering into financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formally submitted at the public hearing, either by the nominated representative of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (01-799 7447), who will represent UK interests if authorised. The association charges a fee for its services the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia, by 3 December.

Inquiries: 01-215 5319. Ref. CRE 1901/76.

Temporary protection request on spur gear type chain hoists. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of spur gear type chain hoists.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received by the department, and at a subsequent stage they may be referred to the Temporary Assistance Authority for inquiry and report within 30 days of the date of the reference. Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority will be in the nature of a holding action pending consideration of the long term protection requirements of the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that, should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the reference will be subject to the terms of the action. Australian importers therefore have been urged to exercise caution in placing orders overseas and in entering the financial commitments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

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UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra, ACT 2600, Australia by 17 December.

Inquiries: CRE 01-215 5319. Ref. CRE 1903/76.

Industries Assistance Commission inquiry into polyethylene coated paperboard. The Minister for Business and Consumer Affairs has asked the Industries Assistance Commission to inquire into and report on the by-law admission of polyethylene coated paperboard for use in the manufacture of containers for the packaging of such goods as milk, milk products and fruit juices.

The minister has taken this action so that the views of all sectors of Australian industry involved in the manufacture of containers for the packaging of such goods could receive consideration.

Further details will be published as soon as they are available.

Inquiries: CRE 01-215 5319. Ref. CRE 1902/76.

Barbados

Import licensing. By SI 1976, 205, the Barbados authorities have stated that import licences are no longer required for the importation of the following goods into Barbados:

Tariff no	Description
02.01	Meat of bovine animals (beef, veal) whether fresh, chilled or frozen
02.01	Meat of sheep and goat (mutton, lamb) whether fresh, chilled or frozen
02.06	Salted or pickled pork
02.06	Beef, salted or smoked
03.02	Fish, salted, dried or smoked codfish
07.05	Split peas, whole peas, blackeye beans
08.04	Dried grapes
10.01	Wheat, unmilled
11.01	Wheat flour
19.05	Prepared foods obtained by the swelling or roasting of cereal or cereal products (puffed rice, cornflakes and similar products)

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Tariff no	Description
21.05	Soup and broths in liquid, solid or powder form; homogenised composite food preparations
21.07	Food preparations containing rice nes
22.09.9	Aromatic bitters ("Angostura")
23.02	Millfeed (Pollard)
24.02.1	Cigars and cheroots
30.03.9	Certain medicaments
39.07	Belts of plastic material
49.11.1	Unframed photographs, maps, charts, diagrams
61.09	Brassieres, girdles

The following have been added to the list of those imported goods for which importers require a licence:

Tariff no.	Description
39.06.1	Plastic laminates (high pressure decorative laminates)
44.27	Jewellery boxes of wood

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Brazil

Reference prices. The following reference prices have been established:

1 agar-agar, of tariff heading 13.03.03.01, of US$ 11 per kg cif.

2 trihydrated amoxyline, of tariff heading 29.44.14.99, of US$ 210 per kg cif.

3 sodium tripolyphosphate, of tariff heading 28.40.38.00, of US$ 700 per tonne cif.

4 metallic stearates as follows;

Tariff no.	Description	Reference price US $/kg cif
29.14.12.02	Aluminium stearate	1.18
29.14.12.04	Calcium stearate	1.29
29.14.12.08	Magnesium stearate	1.29
29.14.12.10	Zinc stearate	1.22

Duty exemption on methylcellulose for agriculture. Customs Policy Council resolution 2845, published in the *Diario Oficial* of 7 October, included methylcellulose, under tariff heading 39.03.07.05, in the list of chemicals exempted from import duty under the provisions of resolution 2295, where such chemicals are intended for the production of agricultural chemicals.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Canada

Food and drug regulations. The Health Protection Branch of the Canadian Department of Health and Welfare has issued information letter 482 which covers the revision of schedule F of the Food and Drug Regulations, that took effect on 25 November 1976.

Copies of the information letter are available from OTAR 01-248 5757 ext. 455/456/457.

Colombia

Tariff amendments. Presidential decree 2196, of 19 October 1976, introduced the following amendments to the customs tariff:

Tariff no	Description	Duty rate
53.01.01.00	Greasy sheep's and lamb's wool	6% } expires
53.01.89.00	Other	8% } 19 April 1977
70.20.01.00	Continuous glass fibre with a zircon content of over 10% of it's own weight	20%
84.22.04.01	Self-propelled cranes	5%
84.40.01.02	Industrial washing machines	45%
85.01.07.01	Variable speed electric motors	5%
85.11.02.01	Arc or low frequency induction furnaces	5%
85.11.03.00	Industrial and laboratory electric and dielectric appliances	5%
87.09	Motor cycles and cycles fitted with a motor, complete or incomplete, imported unassembled by manufacturing industries approved or recognised by the Ministry of Economic Development (or the body designated thereby) or who may have a manufacturing or assembly contract with the national government	7%

The decree also amended the text of the additional note to chapter 29 to read as follows:

1 Subject to the approval of the Ministry of Agriculture (or the body designated thereby) and subject to the tariff classification opinion issued by the General Customs Directorate (Tariff Department), pure chemical products constituting active ingredients for the preparation of insecticides, fungicides, weed-killers, parasiticides and the like, including products used in the synthesis of such products, and which are classified in the present Chapter in accordance with the preceding legal notes, shall be classified in the heading which corresponds to their chemical composition and shall be dutiable at the rate of 2% *ad valorem*.

Inquiries: OTAR 01-248 5757 ext. 476/474.

Falkland Islands

New tariff. The tariff set out below replaces the tariff established in June 1975 and it became effective 25 June 1976.

Item	Article		Rate of duty
1	Beer, ale, perry, porter, spruce, cider and stouts of all kinds	per gallon	33p
2	Spirits		
	Whisky, gin, rum, brandy, vodka and other spirituous liquors and liqueurs	per gallon	£12.00
3	Wines		
	Still wines, sparkling wines and champagne	per gallon	78p
4	Vermouth, sherry and port	per gallon	90p
5	Tobacco		
	(a) Cigars	per lb	£4.20
	(b) Cigarettes	per lb	£2.88
	(c) Tobacco	per lb	£2.40

Inquiries: OTAR 01-248 5757 ext. 474/476.

Federal Republic of Germany

Changes in the tobacco tax and spirits monopoly laws. A law dated 5 July 1976 amending the tobacco tax law and the spirits monopoly law was published in the *Bundesgesetzblatt* part 1, page 1770. The rates of tax on cigarettes, smoking tobacco and cigarette papers and tubes and on spirits intended for human consumption are to be increased with effect from 1 January 1977. Copies of the law (in German) are available.

Inquiries: OTAR 01-248 5757 ext. 467/466/288.

Ghana

Imports. On 27 August 1976 the Ghanaian government promulgated the Ghana National Procurement Agency Decree 1976 (SMCD 55) and the Ghana National Procurement Agency Designated Commodities Instrument 1976 (EI 105), relating to commodities which may henceforth only be imported into Ghana by the Ghana National Procurement Agency (NPA).

The first list of such commodities presented by the executive instrument is:

1 Sugar
2 Mackerel
3 Ingredients for bar soap and detergents
4 Milk concentrates
5 Baby food
6 Hops and malts
7 Iron rods
8 Paper and newsprint
9 Cotton
10 Pharmaceuticals
11 Wheat
12 Clinker and scrap iron
13 Meat
14 Fertilisers
15 Hospital equipment
16 Spare parts and accessories for cars and buses

Orders will normally be placed on the basis of competitive tenders. Manufacturers and suppliers wishing to submit tenders should register

with the NPA Ministry of Trade, PO Box M47, Accra, Ghana; a small registration fee will be charged.

Inquiries: CRE 3064/3331.

Import licensing. Notice to Importers No. 427 – General Guide to Importers – Import licensing procedures for the period 1 January to 31 December 1977 was published in the Ghana *Commercial and Industrial Bulletin* of 24 September 1976.

All registered importers wishing to be considered for the issue of import licences should have submitted their applications by 15 October 1976.

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

Iraq

Restriction on imports. By a decision of 14 August 1976, the Trade Organisation Board has prohibited the import of goods into Iraq which transit through Egypt, Lebanon and the neighbouring countries of the Persian Gulf, eg Iran, Kuwait, Saudi Arabia. The new regulation does not apply to goods manufactured in these countries.

The decision excludes vehicle and equipment spare parts bought by companies who have a contract with the state.

Inquiries: OTAR 01-248 5757 ext. 475/7062.

Republic of Ireland

Leather footwear – import duties. The EEC commission, under article 135 of the act of accession, has authorised the Republic of Ireland to retain the current rates of duty on imports of leather footwear (classified under tariff heading 64.02A) until 31 December 1977. The rates applicable are as follows:

	Rate
From UK	9%
From other EEC member states and Efta member states	18.5%
From all other countries	23.5%

Inquiries: OTAR 01-248 5757 ext. 466/467/288.

Malaysia

Import duty changes on textiles. The Malaysian government has passed the Customs Duties (Amendment) (No. 25) Order 1976 which amends the first schedule to the Customs Duties Order 1968, so that

1 The duty on the following textiles is 25 per cent or 15 ct whichever is the higher – 50.09 000, 50.10 000, 52.02 000, 53.12 000, 53.13 000, 55.07 100, 55.07 900, 55.09 190, 55.09 940, 57.09 000, 57.11 000, 57.12 000, 58.04 100, 58.04 200, 58.04 900, 58.08 000, 58.09 100.

2 The duty on the following heading numbers is 35 per cent or 70 ct whichever is the higher – 51.04 120, 51.04 210, 51.04 410, 51.04 520, 51.04 610, 51.04 910, 53.11 110, 53.11 210, 53.11 910, 56.07 112, 56.07 121, 56.07 191, 56.07 212, 56.07 221, 56.07 291, 58.04 310, 58.04 411, 58.04 421, 58.04 491, 58.04 511, 58.04 521, 58.04 591.

3 The duty on the following heading numbers is 25 per cent or 35 ct whichever is the higher – 51.04 190, 51.04 290, 51.04 490, 51.04 590, 51.04 690, 51.04 990, 53.11 190, 53.11 290, 53.11 990, 55.09 910, 55.09 920, 55.09 990, 56.07 119, 56.07 129, 56.07 199, 56.07 219, 56.07 229, 56.07 299, 58.04 390, 58.04 419, 58.04 429, 58.04 499, 58.04 519, 58.04 529, 58.04 599.

4 By deleting the heading numbers 60.01 100, 60.01 200, 60.01 300, and 60.01 900 and replacing with the following heading numbers and particulars:

CCCN (BN)	Description	Unit of quantity	Federation common tariff
60.01	Knitted or crocheted fabric, not elastic nor rubberised:		
	of cotton:		
110	suiting	sq yd	35% or 70 ct whichever is the higher
120	other than suiting	sq yd	25% or 15 ct whichever is the higher
	of wool:		
210	suiting	sq yd	35% or 70 ct whichever is the higher
220	other than suiting	sq yd	25% or 40 ct whichever is the higher
	of man-made fibres:		
310	suiting	sq yd	35% or 70 ct whichever is the higher
320	other than suiting	sq yd	25% or 40 ct whichever is the higher
	of other textile materials:		
910	suiting	sq yd	35% or 70 ct whichever is the higher
920	other than suiting	sq yd	25% or 40 ct whichever is the higher

The Customs Duties (Penang) (Amendment) (No. 19) Order 1976 amends the schedule to the Customs Duties (Penang) Order 1973 by deleting the heading numbers 60.01 100, 60.01 200, 60.01 300, and 60.01 900 and adding heading numbers 60.01 110, 60.01 120, 60.01 210, 60.01 220, 60.01 310, 60.01 320, 60.01 910 and 60.01 920 so that the above duties on these headings are applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control – tableware. The Malaysian government has passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 20) Order 1976 which amends the second schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 by adding the following:

CCCN (BN)	Description	Country
69.11 000	Tableware of porcelain or china	All countries
69.12 100 to 900	Tableware of other kinds of pottery	All countries

Note: The second schedule lists those goods not allowed into W. Malaysia without an import licence.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Customs duty amendment: auto-cycles. The Malaysian government has passed the Customs Duties (Amendment) (No. 23) Order 1976 which amends the first schedule to the Customs Duties Order 1968 by adding the following:

CCCN (BN)	Description	Import duty: Unit of quantity	Import duty: Federation common tariff
87.09	Motor-cycles, auto-cycles and cycles fitted with an auxiliary motor, with or without side-cars: side cars of all kinds:		
200	Auto-cycles (equipped with both a built-in engine and a pedal system)	No	20% (P)

(P) = Also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Customs duty amendment: joss paper. The Malaysian government has passed the Customs Duties (Amendment) (No. 24) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that it now reads:

CCCN (BN)	Description	Import duty: Unit of quantity	Import duty: Federation common tariff
48.01	Paper and paperboard (including cellulose wadding) machine-made, in rolls or sheets		
512	Joss paper	Value	25% or 10ct per lb whichever is the higher (P)

(P) = Also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import control on bars and rods of iron or steel. The Malaysian government has passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 21) Order 1976 which amends the second and fourth schedules to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 so that they now read as follows:

CCCN (BN)	Description	Country
73.10	Bars and rods (including wire rod), of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision-made); hollow mining drill steel:	
	Wire rod:	
190	other	All countries
	Other:	
	round:	
929	other	All countries
73.15	Alloy steel and high carbon steel in the forms mentioned in heading nos 73.06 to 73.14:	
	Wire rod:	
	of high carbon steel:	
419	other	All countries
	of alloy steel:	
429	other	All countries
	Bars and rods (excluding wire rod) and hollow mining drill steel:	
	of high carbon steel:	
519	other	All countries
	of alloy steel:	
529	other	All countries

Note: The second schedule lists those goods not allowed into W. Malaysia without an import licence. The fourth schedule lists those goods not allowed into Sarawak without an import licence.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Import duty and excise duty changes. Following publication of the Malaysian budget, changes took place in import duty and excise duty with effect from 29 October 1976. The following heading numbers are affected.

Import duty changed
22.03; 22.03.100; 22.03.200; 22.04.000; 22.05; 22.05.101; 22.05.102; 22.05.103; 22.05.301; 22.05.302; 22.06; 22.06.101; 22.06.102; 22.06.103; 22.07.100; 22.07.110; 22.07.120; 22.07.130; 22.07.900; 22.08; 22.08.100; 22.08.300; 22.09; 22.09.101; 22.09.102; 22.09.103; 22.09.104; 22.09.105; 22.09.106; 22.09.107; 22.09.108; 22.09.109; 22.09.110; 22.09.111; 22.09.199; 24.01.000; 24.02.100; 24.02.150; 24.02.151; 24.02.250; 24.02.301; 24.02.302; 24.02.303; 24.02.304; 24.02.900.

Change in excise duty rates
A1; A2; A4; B1; D3; D27; D28; D30; D31; D34; D35; D42; D47; D53; D54; D55; D56; D62; D63.

New rates of excise duty on motor vehicles

1	When the value does not exceed $7,000 per unit	25%
2	Plus on every dollar or part thereof exceeding $7,000 but not exceeding $10,000	30%
3	Plus on every dollar or part thereof exceeding $10,000 but not exceeding $13,000	35%
4	Plus on every dollar or part thereof exceeding $13,000 but not exceeding $20,000	45%
5	Plus on every dollar or part thereof exceeding $20,000 but not exceeding $25,000	55%
6	Plus on every dollar or part thereof exceeding $25,000	60%

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Malta

Import licensing control. The Malta government *Gazette*, 12 November 1976, announced that with immediate effect the importation of: 'timber, sawn,' now requires a specific import licence.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Norway

Import licensing for certain textiles. The Norwegian authorities have announced their intention of extending their existing licensing arrangements for certain textile items irrespective of source of origin to include the following items:

CCCN (BN)	Description
ex 60.05	Pullovers, sweaters, jumpers, cardigans and jackets of any type of textile fibre
ex 61.01	Suit jackets of short synthetic or man-made textile fibres
ex 61.01	Trousers of short synthetic or man-made fibres
ex 61.02	Women's suits and dresses of cotton
ex 61.02	Skirts of cotton, short synthetic or man-made or other textile fibres

The arrangements which were effective from the 15 November 1976 were introduced for surveillance purposes and are not intended to establish any new restraints on imports of these products.

Consignments that have already arrived or can be documented to have been shipped from the exporting country before the 15 November 1976 will be admitted as before.

Any questions arising in connection with the implementation of the licensing arrangements may be addressed to Kontoret for eksport-og importregulering, Fr Nansens pl 5, VII etg, Oslo 1.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Papua New Guinea

Change in fiscal year. The Minister for Finance, Julius Chan, has announced that the National Executive Council has approved a change in the financial year from July-June to January-December, in line with the calendar year.

The change would come into effect on 1 July 1977, the Minister said. Initially there would be a budgetary period of six months for public expenditure, and an 18 month 'year' for taxation purposes. The first new normal fiscal year for the government would be from 1 January 1978 to 31 December 1978.

Mr Chan said that 'the benefits of this change will be felt throughout the nation – in a more logical span of the fiscal year, in better relating public expenditure to seasonal conditions, and also in matching the fiscal year with the education year at all levels.'

Inquiries: CRE 01-215 5321. Ref. CRE 36488.

Portugal

Foreign banks. *Diario da Republica* 244 of 18 October published decree-law 745/76 which authorises foreign banks to set up representative offices in Portugal and sets out the conditions for the establishment of such offices.

Copies of the decree-law and an unofficial translation summarising its provisions are available from CRE 01-215 5341.

Changes in duty reduction timetables. *Trade and Industry*, 29 October, announced the extended timetable of duty reductions applicable to certain goods originating in the EEC. There was an error in the timetable as published, which should have read as follows:

Timescale	Reduction
1 July 1977	70%
1 January 1980	70%
1 January 1983	80%
1 January 1985	100%

Inquiries: OTAR 01-248 5757 ext. 460.

Saudi Arabia

Import duties. According to decree M/83, import duties on certain construction materials have been reduced to 3 per cent.

The following Customs Cooperation Council Nomenclature (formerly B.T.N.) tarriff nos. are affected:

25.14	44.13	68.11	76.08
25.15	44.23	68.12	76.09
25.16	44.28*	68.13	79.05
25.17	68.01	73.21	
25.18	68.02	73.22	
25.22	68.03	73.40*	

* partly affected.

Import duty on prefabricated housing is 3 per cent except when fully or partially furnished then duty is 20 per cent.

Inquiries: OTAR 01-248 5757 ext. 475/420/7062.

CRE Commercial Relations and Exports Divisions
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Tel. 01-248 5757 (extension at end of each notice)

Sierra Leone

Import licensing. Government notice 1012 'General Guide to Importers – Import Licence Procedures for the period 1 January to 31 December 1977' was published in the Sierra Leone *Gazette* of 28 October 1976.

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

Notice to importers. The following government notice 899 was published in the Sierra Leone *Gazette* of 30 September 1976.

Notice is hereby given that with effect from 18 October 1976, all importers will attach the appropriate 'Declaration of Fact' form as published in public notice 34 of 9 September 1976 to all *Ad valorem* bills of entry or parcel post delivery notices accounting for goods in excess of Le100.00 (one hundred Leones).

Inquiries: OTAR 01-248 5757 ext. 473/462/472/471.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 22 October 1976:

R.1894 Nos 01.01, 04.03, 04.05, 05.04, 05.13, 07 02, 07.05, 08.01, 08.03, 09.02, 09.03, 09.04, 09.05, 09.06, 09.07, 09.08, 09.09, 09.10, 11.07, 12.01, 15.10, 16.02, 16.04, 17.02, 17.05, 20.02, 20.04, 20.06, 20.07, 21.07 22.02, 25.17, 26.01, 27.07, 27.12, 28.06, 28.08, 28.09, 28.10, 28.13, 28.32, 29.03, 29.05, 29.07, 29.14, 29.16, 29.19, 29.23, 29.28, 29.35, 29.42, 30.03, 32.04, 32.05, 32.09, 33.04, 33.06, 34.01, 35.02, 36.05, 37.04, 37.08, 39.04, 39.07, 40.13, 42.02, 42.03, 42.04, 43.03, 43.04, 44.03, 44.04, 44.05, 44.07, 44.14, 44.15, 44.22, 44.23, 44.26, 48.07, 48.10, 48.20, 48.21, 51.01, 51.02, 51.03, 51.04, 53.12, 53.13, 55.06, 55.07, 55.09, 56.07, 58.04, 58.08, 58.09, 58.10, 60.03, 60.05, 60.06, 61.09, 61.10, 62.05, 64.01, 64.02, 64.03, 64.04, 64.05, 64.06, 65.03, 65.05, 68.02, 69.03, 69.07, 69.11, 70.12, 70.13, 70.17, 70.19, 70.21, 71.15, 73.02, 73.13, 73.21, 73.22, 73.24, 73.29, 73.40, 74.09, 74.19, 76.09, 76.11, 82.02, 82.05, 82.06, 82.09, 82.11, 83.04, 83.10, 83.14, 84.10, 84.11, 84.16, 84.17, 84.18, 84.19, 84.20, 84.21, 84.22, 84.25, 84.30, 84.32, 84.33, 84.34, 84 39, 84.40, 84.41, 84.43, 84.47, 84.48, 84.49, 84.50, 84.51, 84.52, 84.54, 84.55, 84.56, 84.59, 84.60, 84.63, 84.65, 85.05, 85.11, 85.12, 85.19, 86.07, 86.09, 89.01, 89.05, 90.02, 90.05, 90.07, 90.08, 90.09, 90.13, 90.16, 90.28, 93.05, 93.06, 94.03, 95.04, 95.05, 95.06, 96.02, 97.03, 97.06, 97.07 and 98.03
This notice brings about the elimination of the difference between the general and MFN rates of duties on the goods provided for in the above mentioned tariff headings and sub-headings.

R.1896 Industrial Rebates – full duty – Items 304.03, 304.05, 304.06, 304.07, 304.08, 305.01, 306.09, 307.01, 307 07, 307.08, 308.02, 308.03, 309.01, 310.07, 311.01, 311.02, 311.03, 311.12, 311.15, 311.25, 312.01, 312.02, 315.06, 315.08, 316.03, 316.11, 320.01, 320.03, 320.04, 321.01 – (310.08 – lactic acid; gallic acid – not exceeding the MFN duty – 311.06 – full duty less 5c/m³).
These amendments are consequential to the elimination of the difference between the general and MFN rates of duties stated in R.1894.

R.1897 General Rebates: Item 460.26. Full duty less the duty applicable prior to the increase in duty on 22 October 1976. This amendment is consequential to the increase of the rate of duty on certain goods stated in R.1894.

R.1901 No. 74.07. The rate of duty on tubes and pipes of copper (excluding alloys thereof) with an external cross sectional dimension of less than 3mm is increased from free to 10 per cent.

The following amendments were published in the South African *Government Gazette* of 29 October 1976:

R.1969 No. 65.06. Specific provision is made for crash helmets and the rate of duty thereon is increased from free to 30 per cent.

R.1970 No. 73.40 and 76.16. (1) The rates of duty on shoes, of iron or steel for horses, mules, asses and oxen is increased from free to 20 per cent. (2) Specific provision, at present rate of duty, is made for aluminium shoes for horses, mules, asses and oxen.

R.1971 No. 76.01. The rate of duty on unwrought aluminium (excluding products containing by mass, more than 0.5 per cent titanium or 2.0 per cent boron) is increased from free to 15 per cent or 72c/kg less 85 per cent of the fob price.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs tariff application list 38/76, published in the South African *Government Gazette* of 19 November 1976 contains an application to the Board of Trade and Industries for increase in duty on:

1 Polyamide and superpolyamide resins, classifiable under 39.01.53.
2 Hand-operated reciprocating pumps for liquid cases, classifiable under 84.10.40.90
3 Blind rivets, classifiable under 83.09.05
4 a Cadmium caprylate and barium caprylate, classifiable under 29.34.90
b Dibutyl tinthioglycolate, dioctyltinthioglycolate and dimethyl tinthioglycolate, classifiable under 29.34.90
c Solutions and preparations containing cadmium caprylate, cadmium naphthenate benzoate, cadmium octoate, barium caprylate, barium nonyl phenate, barium stearate, zinc octoate, zinc stearate, potassium octoate, dibutyl tinthioglycolate, dioctyl tinthioglycolate or dimethyl tinthioglycolate, classifiable under 38.19.99
d calcium, magnesium and zinc stearate, classifiable under 29.14.55 and aluminium barium and cadmium stearate classifiable under 29.14 90

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE 01-215 5274.

Spain

Duty free import quota of coal. The Spanish *State Gazette* 11 November 1976 published an order of the Ministry of Commerce, increasing from 4,461,000 tons to 4,761,000 tons the quota of coal (tariff heading 27.01.A) to be imported free of import duties during 1976.

Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Switzerland

Import duty on bottled red wine. The Swiss authorities have announced that with effect from 1 November imports of bottled red wine in excess of the average annual volume imported during the period 1971 to 1975 shall be subject to an additional duty of SwF100 per 100kg.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Tunisia

Suspension of duties and production tax. The Tunisian *Official Journal* of 5 October has announced the suspension of customs duties and production taxes on the following items:

Tariff no.	Description
01.02 C	Live animals of the bovine species
01.04 B	Live sheep and goats
02.01 B	Meat of bovine animals
02.01 D	Meat of sheep and goats

Modification of customs duties. The Tunisian *Official Journal* of 15 October has announced modifications of customs duties on the following items:

Tariff no.	Description	Duty
53.01	Sheep's or lamb's wool:	
	A Greasy wool or fleece washed up	exempt
	B Others	6%
53.06	Yarn of carded sheep or lamb's wool (woollen yarn) not put up for retail sale	6%
53.07	Yarn of combed sheep's or lamb's wool (worsted yarn) not put up for retail sale	6%

Inquiries: OTAR 01-248 5757 ext. 461.

United States

Cosmetics: colour additives. The *Federal Register* 5 November 1976 published rules for permanently listing ultramarines and manganese violet for use in externally applied cosmetics. Objections (5 copies) should be sent by 6 December 1976 to Food and Drug Administration, Room 4-65, 5600 Fishers Lane, Rockville, Md. 20852. Failing proper objections the provisions will become effective on 6 December 1976.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Cordials and liqueurs. The *Federal Register* 2 November 1976 published standards of identity effective on 1 January 1977 for cordials and liqueurs.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Overseas trade exhibitions

British pavilion draws complimentary remarks at Tehran trade fair

From C. V. Anson, second secretary (commercial), British embassy, Tehran

This, the fourth, was the largest international trade fair held so far in Tehran. Over 1,500 companies took part from 44 different countries. Britain was the third largest foreign exhibitor after West Germany and the USSR. France, Japan, Switzerland, Spain and Italy were also strongly represented.

The Shah of Iran, accompanied by his Prime Minister, Mr Hoveyda, and Minister of Commerce, Dr Taslimi, opened the fair in Tehran on 19 October. Lord Donaldson of Kingsbridge, Minister of State with responsibility for the arts in the Department of Education and Science, represented the British government at the opening of the fair and subsequently made two extensive visits to the British pavilion.

Forty-four British companies were grouped together in the British pavilion on a prime spot of the trade fair site. In terms of design the British pavilion stood out head and shoulders above the others – the open plan layout, crisp red, white and blue colour theme and well-chosen lighting created a striking effect which drew many complimentary remarks from visitors. The British companies were exhibiting a wide range of capital, intermediate and consumer goods. Examples of British technology on display included Rolls Royce's new gas engine, colour television equipment from Rank Audio Visual Ltd and an impressive textile and towel-making machine from British Northrop Ltd. Not surprisingly in a country which is devoting more and more of its resources to sport and leisure, the wide range of equipment exhibited by the Olympic Gymnasium Company Ltd also attracted a good deal of attention. The looms being displayed by Reeves Dryad for making rugs and carpets brought the company an unexpectedly high number of serious inquiries. Machinery for printing transfers on to T-shirts being displayed by Imagine Transfer Ltd pulled in the crowds and resulted in some substantial sales, as did the frequent and lively practical demonstrations of pipe-threading machinery by Rotostock, who had already participated very successfully at the modern technology exhibition in Tehran earlier this year.

A British national day ceremony was held outside the British pavilion on 21 October. Lord Donaldson represented the British government and Dr Taslimi, the Iranian government. After a brief flag-raising ceremony and introductory speeches, Dr Taslimi spent half an hour touring the British pavilion when he had detailed discussions with a number of British firms about their products. In some cases this led to useful follow-up inquiries from organisations associated with the Iranian government.

Immediately after the flag-raising ceremony a reception was held in the British pavilion, hosted by the British ambassador. A number of Iranian businessmen and officials, invited both by the embassy and by the exhibitors themselves, came to the reception and this resulted in some useful contacts being made.

The international trade fair, which lasts for two weeks, makes a heavy demand on the time and resources of British firms taking part and the acid test must, therefore, be the amount of business done. All the British exhibitors at this fair said that they had found their participation useful and many were extremely satisfied with the results. Over £1 million of firm orders were taken at the exhibition and they expected to be able to do more than £7 million worth of business over the next 12 months as a result of the 2,000 inquiries they received during the exhibition.

Another acid test of the value of general trade fairs such as this, apart from the business done, is the willingness of British firms to take part again in similar events in future. In this case, more than 30 of the firms taking part in this year's international trade fair said that they would take part again either next year or the year after. The fifth Tehran international trade fair will be held from 19 September to 1 October 1977.

Considerable interest generated by Milan stamp exhibition

From A. MacLeod, vice-consul (commercial), British consulate-general, Milan

The Milan international stamp exhibition, the first of its kind in Italy, was held at the

Lord Donaldson, Minister of State at the Department of Education and Science (right), admiring a young chick on Spillers stand at the Tehran international trade fair. Lord Donaldson is talking to Mr H. C. Knight, public relations and press officer at Spillers.

Milan Fiera under the auspices of the Federation of Italian Philatelic Societies with the support of the Italian Postal and Telecommunications Administration from 14 to 24 October.

Representatives from 144 countries took part, comprising postal authorities worldwide and private firms. The three pavilions on two floors of the Fiera provided roomy and appealing surroundings for the event.

The British presence consisted of a joint venture of 14 firms sponsored by BOTB together with the Philatelic Traders Society. Also exhibiting independently were the British, Isle of Man, Jersey and Guernsey Post Offices. Almost without exception the British firms were favourably impressed by the exhibition and reported good sales, both on the stands and in the auction which took place midway through the event.

Every conceivable type of stamp was on view, including classes such as national, European, postal history, thematic, 'aerophilately', postal stationery and others. In all, over 1,100 exhibitors took part and the exhibition attracted over 100,000 visitors. The figures demonstrate the very considerable interest generated by this event and the organisers can rightly claim it to have been a resounding success.

British clothing machinery on show in Cologne

From R. Tempest, second secretary (commercial), British embassy, Bonn

British participation was an important feature of the international fair for clothing manufacturing machines, a five-day event in Cologne, which closed on 7 November. Fourteen British firms exhibited their products, either through a direct exhibit, or in conjunction with business partners or agents. None of the firms was new to exporting – on the contrary, all achieve a substantial percentage of their turnover by exporting. So crowded stands were to be seen throughout the fair as the firms welcomed their long-standing customers and new contacts to see a demonstration of new developments and improvements which have been introduced since the last fair three years ago.

The joint venture of British firms, sponsored by the Clothing Institute, proved to be a permanent attraction for visitors to the fair. Firms reported greatly increased interest in their products, and although welcome firm orders could be booked, post-fair business will probably be worth many times that which was taken at the fair. The Clothing Institute, with its wide international membership, proved to be a valuable meeting point and presented an opportunity for new contacts to be introduced to the British stands.

In spite of this being a specialised fair servicing an industry which has experienced real difficulties as a result of world-wide recession, 23,000 trade visitors (an increase of 25 per cent on the last event) from 76 countries were recorded. Manufacturers from developed countries demonstrated their keenness to rationalise their production operations still further, whereas those from developing countries were clearly interested in obtaining information to help them decide which equipment they should select for an increasingly important manufacturing industry.

Sales and agency contracts follow Zurich exhibition

From W. Boenheim, director of British Export Promotions in Switzerland, Zurich

Zurich was the venue for the eighth international hydraulics-pneumatics exhibition held from 1 to 6 November. The five halls in the exhibition centre covered an area of about 20,000m². A wide range of hydraulic and pneumatic components and building elements made by some 630 manufacturers was displayed by 216 exhibitors from 19 nations. About 17,500 visitors, many of whom came from all over Europe and overseas, came to the fair.

Under the auspices of the two British associations – Association of Hydraulic Equipment Manufacturers (AHEM) and British Compressed Air Society (BCAS) – 14 British manufacturers showed their latest equipment on a BOTB-supported joint venture stand. The British exhibits drew favourable comments and a large number of visitors, mainly engineers and technical business men from all over the world; some valuable contacts were made. Also, two companies out of three who were at Zurich for the first time were able to find Swiss companies to represent them. At the close of the exhibition several British exhibitors reported actual sales made during the fair. Domnick Hunter Engineers Ltd reported that they were able to close sales valued at about £30,000, for air filtration equipment which they otherwise would not have made, and Evco Seals Ltd, who came to Zurich for the first time, made sales worth £9,500 by the second day of the exhibition, in addition to having established agency arrangements in several European countries.

All British exhibitors made useful contacts and most of the firms who took part at this event were pleased with the exhibition, which proved again that technical fairs held in Switzerland are international. Despite the fact that the engineering industry worldwide has still not come out of the recession, the interest at this event from industries in Switzerland and throughout Europe was considerable.

Firms on the joint venture stand reported greatly increased interest.

UK stand prominent at Belgrade book fair

From Francis Sedgwick-Jell, first secretary (commercial), British embassy, Belgrade

Thirteen UK publishers were represented at the large and well-placed British section of the annual Belgrade book fair at the end of October – including eight with their own individual stands. The fair is a meeting-place of west and east; 19 foreign countries and 128 Yugoslav organisations were represented.

The fair was crowded throughout the week, and of the international stands the British was the best-attended of all.

At this event particular interest has always been shown in British medical and scientific publications and, increasingly with the years, also in new specialised English language teaching books.

Good business was done, and our participants left in an optimistic mood. They described the fair as an excellent and necessary showcase, even for those companies already having firm contacts in Yugoslavia.

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

In 1976 trade with the Netherlands is already up by 17%

The Netherlands-British Chamber of Commerce is urgently searching for British companies wishing to export to the Netherlands

Please send name/address of your company and list of products/ services to be exported, brochures and price lists to:

The Netherlands-British Chamber of Commerce
307/308 High Holborn, London WC1V 7LS
London: 01-405 1358 Manchester: 061-834 5674

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Cable: MOOGONG LONDON

ENCIRCLE TI 291 ON PAGE 631 FOR FURTHER INFORMATION

Overseas trade export services

British Rail moves continental freight faster

British Rail has introduced faster services for British exporters sending goods direct to Continental customers in through wagons.

New, fast freight trains from main industrial centres in Britain have been introduced on routes to Dover and Harwich. The French have invested in a new port, Dunkerque West. This means that the Sealink vessels carrying rail wagons can cross the Channel 90 minutes faster than before

Good connections can now be made at Dunkerque with a fleet of express freight trains which speed across Europe overnight. Documentation too has been streamlined.

These new arrangements mean that days have been saved compared to previous transit times. For example, wagons leaving the Manchester international freight terminal on a Tuesday evening will be in Munich for start of work on Friday morning.

The whole operation is monitored from British originating railhead or siding to the Continental port by Tops – BR's Total Operations Processing System – which keeps a 'real time' computer check on progress. There are Tops computer terminals at Dunkerque and Zeebrugge, the Belgian port used by ferry train services.

From Dunkerque and Zeebrugge, the progress of the wagons is monitored by the wagon control systems of the European railways, to ensure that the reliability of the operation is maintained throughout from British exporter to Continental customer.

Atlasair in space

International forwarders Atlasair joined the space age when they were required recently by Marconi Space and Defence Systems of Portsmouth to airfreight to the United States and return a satellite (code name UK6) for flight check tests with its launch vehicle.

The satellite together with spacecraft booms and other delicate equipment is a complete working mechanical model of that designed for experimental cosmic and X-ray space measurement.

As speed and clean air conditions were an absolute priority arrangements were made with United States customs for special clearance within the consignees premises thus enabling the test programme to begin promptly.

The satellite and launch vehicle is loaded on to a Seaboard 747 freighter.

Trinidad and Tobago available on ISD

From 8 November the islands of Trinidad and Tobago are just the turn of a dial away from British telephone customers with international subscriber dialling (ISD).

The islands' 70,000 phones are now available on ISD, which means callers from nearly three-quarters of the UK's phones no longer need to go through the operator to call them.

Calls to Trinidad and Tobago cost about 56p a minute in cheap-rate periods – between 8.00 pm and 6.00 am during the week, and at weekends – and 75p a minute at other times.

Export packing service

A new packaging factory covering 3,252m² has just opened in Feltham, Middlesex, by the Giltspur group. It will serve exporters and forwarders in a large area covering London and the Home Counties, including Heathrow. The factory, at Browells Lane, Feltham, in premises formerly occupied by Park Packaging Ltd, is within two miles of London Airport. It will continue operations as Park Packaging Products Ltd.

Giltspur Packing Supplies, the Giltspur subsidiary involved in the acquisition, will be offering its full supplies service from Feltham, including corrugated carton manufacture. Modern equipment installed in the Feltham factory will allow Giltspur to handle double and triple wall export cartons. The company stresses its willingness to handle short runs. Giltspur has also recently been awarded the franchise for Tillotson's Pal-Box, the market leader in export containers with a built-in pallet. This franchise will be centred on Feltham.

Meadows airfreight tariff issued

Meadows Airfreight Ltd have recently issued the fourth edition of their popular worldwide airfreight tariff. The fourth issue updates Meadows' commodity and destination rates to reflect increases in airline rates

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JAPAN

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British exports to Iran in 1975 were valued at nearly £500,000,000

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UK businessmen going overseas

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services and Promotions Division of the Department of Trade (at the appropriate regional office for firms outside London, and Export House, 50 Ludgate Hill, London EC4M 7HU for firms in London and the South East of England). The department, in co-operation with commercial officers at embassies, high commissions and consulates overseas, is in a position to provide advice when it is required, and to help, where appropriate, in making trade contacts related to the purpose of the visit. Even where a businessman does not require specific assistance it is valuable for him to meet the commercial officers to get up-to-date information about the market. The Department of Trade would therefore welcome receiving notification of any businessmen intending to travel overseas. To enable the overseas commercial officers to be of the greatest assistance to UK visitors the department needs to be able to brief the overseas officers as fully as possible. The range of information required for this purpose includes details of the firm, their products/services and the purpose and background to the visit.

News of services for exporters

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.
Items for inclusion in our fortnightly 'Export Services' feature should be addressed to the Overseas Editor, 'Trade and Industry', Room 439, 1 Victoria Street, London SW1.
Advertisers who wish to be associated with this feature should contact Colin Beadle at T. G. Scott's on 01-242 6264.

resulting from recently-announced new currency surcharges.

Two items covered in the latest tariff are of particular interest to shippers. The first is the extension of Meadows' extensive existing consolidation service network to include Nandi and Suva in Fiji. Consignments for these destinations will be included in Meadows' regularly-scheduled ULD consolidations direct to Auckland, New Zealand, and re-forwarded on 'through documentation' by Meadows Airfreight NZ Ltd.

The second item concerns the company's commodity consolidation rates for the 4000 series – namely machinery parts, engineering products and so on. Because of the increasing level of Meadows Airfreight's business between the UK and New York, the company has been able to absorb and contain currency surcharge increases. In many cases, no currency surcharge will be applied; in others, the level of increase is below that which the airlines have specified.

Two new container groupage services to South Africa

Lep Transport has introduced a new conference container groupage service operating from London and Liverpool through to Johannesburg, Durban, Cape Town and Port Elizabeth.

By using conference sailings, Lep is able to offer at least a fortnightly service as containers to the various destinations are sent on each available vessel.

The new Lep container services will be of particular interest to those exporters whose cargo, in addition to security, requires a higher degree of protection from damage and pilferage.

K. Watson (Containers) Ltd, the Swanley based shipping and forwarding agents, have introduced a new container groupage service to South Africa, supplementing their existing operations from their Orpington containerbase.

Through their South African agents, Safcor, they are able to offer a direct service to Cape Town, Durban, Port Elizabeth and also a through service to Johannesburg. As Safcor are represented by their own office at each port they can offer clearance and final delivery, if required.

Turbo-generator takes to Newcastle roads

Nearly 900 tons of turbo-generator took to the streets of Newcastle on one of the biggest heavy haulage operations ever, as a British company completed the third part of a major order for power station equipment.

When the four part load arrives at the Nanticoke and Bruce Power Stations in Canada, it will mark the end of nearly two years of planning for the 3,000 mile journey which began at the Heaton works of C. A. Parsons and Co. Ltd.

Biggest single component was a 265-ton 800MW generator stator core which together with the 165-ton rotor and a 110-ton outer stator casing make up the third 800MW turbo-generator in two years to be supplied by Parsons to Bruce. The outer 110-ton stator casing was for Nanticoke power station.

An 80-wheeled, 10-axled bogie trailer was used to move the rotor and the inner core, while the outer casings were each transported on 64-wheeled, eight axled bogie trailers for the 90 minute journey under police escort.

For each journey with the eight-axled trailer a 240 ton GTW Scammell Contractor was used while the heavier loads also had a 125 ton 'Junior' Contractor in tandem.

Increase in secure trailer parking

Parking area for Norfolk Line trailers in the UK has been greatly increased. A new site, adjacent to the Norfolk Line roll-on, roll-off terminal at Great Yarmouth, can hold 95 12m trailers and increases the area of the customs bonded terminal and high security area by about 2.25 acres.

The Great Yarmouth terminal handles over 150 trailers a day using ferry vessels which operate a three-times-a-day service to the company's Dutch terminal at Scheveningen. From Holland trailers are despatched to all destinations on the mainland Continent excepting Iberia.

The Norfolk Line Great Yarmouth terminal is on the banks of the River Yare. The main area of the terminal includes substantial trailer parking facilities, warehousing and offices, and the private ro-ro berth.

Part of the giant convoy carrying 900 tons of turbo-generator equipment for export to Canada.

Aluminium repairs for ISO containers

A steady increase in export orders this year, for its aluminium products for road/sea International Standards Organisation containers, is reported by Alcoa's northern region distribution centre.

The centre – based at Bradford and serving aluminium users in the north of England – has despatched trailer roof coils and extruded sections to container repairers in Holland, Belgium, Germany, the Middle East and Canada. An order is also now being negotiated with a South African company.

The centre has recently despatched to a repairer in Hong Kong what it describes as a typical container order.

Worth around £7,000 this involves aluminium coils for repairing and refurbishing the roofs of 12m long containers and extruded sections for sides and floors. The coils at 8 ft wide and cut to different lengths up to 12m, and the extrusions are in 3.6m long pieces.

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million				£ million		
						18,209	10,399	1,807	1,976			
1970	100	31,644	9,453	2,130	1,799	442	325	68	−14	733	−25	758
1971	102	32,505	9,681	1,991	1,930	99	−148	52	22	1,084	280	804
1972	104	34,402	9,870	1,739	2,071	39	−145	48	15	154	−702	856
1973	110	35,935	10,279	1,872	2,362	1,127	404	102	382	−736	−2,334	1,598
1974	110	35,612	10,087	2,024	2,251	604	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,967	1,737	1,964	−699	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986	2,584	467	615	197	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,594	510	591	−105	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,436	502	562	321	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,476	501	548	330	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,581	511	550	58	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,533	471	497	−126	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,460	444	495	−269	−105	−54	−66	−366	−681	315
3rd qtr	107	8,776	2,528	416	496	−214	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,446	406	476	−90	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,448	402	460	22	31	23	12	−39	−473	434
2nd qtr.	108	8,789	2,375	411	475	−161	−130	−22	−55	−553	−1,040	487
3rd qtr.		8,850 pe								−734	−1,214	480
% change last 2 qtrs. on prev. 2 qtrs.	+1.3	+0.1	−3.0	−1.1	−3.8							
on a year earlier	−0.1	+0.1	−3.4	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis	
													at 1970 prices	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	1970 7,907	1970 7,932
1971	100.4	99 6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102 8	108.5	16.0	215.3	152.0	138.7	599.5●	2.6●	302.2●	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.3	929.0	3.9	148.2●	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.4	99.5	105 5	103	139.4	26 6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.0	103.1	106.7	106	154.9	16.0	292.6	214.4	212.8	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.	101.7	102.8	108.7	97	158.5	13.7	306.7 p	223.2 p	218.6	1,307.5	5.5	124.7	132.8	137.2
1975 Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr	102.0	102.8	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.0	105.7	105.7	112	155.2	15.4	292.0	214.8	211.7	1,250.0	5.3	120.6	138.2	139.7
June	100.1	100.7	106.1	88	156.0	13.8	299.6	217.0	216.6	1,255.7	5.3	114.3	138.4	137.7
July	101.8	103.3	108.3	87	156.3	12.9	302.0	219.8	218.5	1,294.6	5.5	117.6	129.8	140.0
Aug.	100.8	101.9	108.9	115	158.5	13.8	304.0	223.4	218.6	1,309.4	5.6	127.5	132.1	131.4
Sept.	102.3	103.3	108.8	88	160.6	14.3	314.1 p	226.3 p	218.7	1,318.6	5.6	129.0	136.6	140.1
Oct.			107½ p	104	163.5	14.7	327.1 p	229.5 p	218.7 p	1,305.4	5.5	126.2 p	140.1 p	142.7 p
% change latest 3 months on prev. 3 months	−0.4	−0.3	+1.6	+6.9	+3.2		+5.8	+4.2	+1.4	+3.5		+8.6	+½	−½
on a year earlier	+2.3	+3.3	+2.9	+1.3	+14.3		+28.3	+16.0	+17.3	+26.1		−0.8	+11	+10

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ● Average of 11 months

Inquiries: 01-215 3453

Release dates of economic statistics to be published in December

This notice is issued by the Central Statistical Office on behalf of the Government Statistical Service and other organisations as a guide to the dates of publication of major economic series in December. The dates are those which departments, or other organisations concerned, are aiming at, and would normally expect to meet. Exceptionally, there may be a delay resulting from unavoidable statistical problems of collection and compilation. Further inquiries about individual series should be addressed to the source named.

Symbols used in all statistical tables

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
* fifty-three week period

Publication date	Series	Method of release	Source
December			
2 Thurs	Unemployment (Oct – final)	Gazette	Department of Employment
	Employment in production industries (Sept)		
	Overtime and short-time working in manufacturing industries (Sept)		
	Stoppages of work due to industrial disputes (Oct)		
	United Kingdom official reserves (Nov)	PN	HM Treasury
	Capital issues and redemptions (during the month of November)	PN	Bank of England
3 Fri	Public sector borrowing requirement and details of local authority borrowing (3rd qtr)	PN	CSO
6 Mon	CBI Industrial Trends Inquiry (Nov)	PN	CBI
	Hire purchase and other instalment credit business (Oct)	PN	Department of Industry
	Retail sales (Oct – final)	PN	Department of Industry
	Wholesale price index numbers (Nov)	PN	Department of Industry
7 Tues	Provisional figures of vehicle production and estimates of new car registrations (Nov)	PN	Department of Industry
	United Kingdom balance of payments (3rd qtr)	PN	CSO/HM Treasury
8 Wed	London clearing banks monthly statement (mid-Nov)	PN	CLCB
	UK Banks' eligible liabilities, reserve assets, reserve ratios and special deposits (mid-Nov)	PN	Bank of England
9 Thurs	Central government financial transactions (including borrowing requirement) (Nov)	PN	HM Treasury
10 Fri	Company liquidity survey (3rd qtr)	Trade and Industry	Department of Industry
	Building Societies' receipts and loans (Nov)	PN	BSA
	Usable steel production (Nov)	PN	BSC/ BISPA
13 Mon	Retail sales (Nov – prov)	PN	Department of Industry
	Turnover of the catering trades (Oct)	PN	Department of Industry
14 Tues	Balance of payments current account and overseas trade figures (Nov)	PN	Department of Trade/ CSO
	Index of industrial production (Oct)	PN	CSO
15 Wed	Construction-output (3rd qtr)	PN	Department of the Environment
16 Thurs	UK banking sector statistics (3rd qtr)	Bulletin	Bank of England
	Money stock (3rd qtr)		
	Financing of the Central Government Borrowing Requirement (3rd qtr)		
17 Fri	Gross domestic product (3rd qtr – prov)	PN	CSO
	Retail prices index (Nov)	PN	Department of Employment
19 Sun	National Savings monthly progress report (Nov)	PN	National Savings Committee
20 Mon	UK banks' assets and liabilities and the money stock (mid-Nov)	PN	Bank of England
	London dollar and sterling certificates of deposit (mid-Nov)	PN	Bank of England
	National Food Survey report on consumption (3rd qtr)	PN	MAFF
	Basic rates of wages and normal weekly hours (end-Nov)	PN	Department of Employment
	Monthly index of average earnings (Oct)		
21 Tues	Unemployment (Dec – prov)	PN	Department of Employment
	Unfilled vacancies (Dec – prov)		
22 Wed	New vehicle registrations (Nov)	PN	Department of Transport
23 Thurs	Car and commercial vehicle production (Nov – final)	PN	Department of Industry
	Finished steel consumption and stock (3rd qtr – final)	PN	Department of Industry
	Construction – new orders (Oct)	PN	Department of the Environment
24 Fri	Sales and orders in the engineering industries (Sept)	Trade and Industry	Department of Industry
	Quarterly analysis of bank advances (mid-Nov)	PN	Bank of England
30 Thurs	Capital expenditure by the manufacturing distributive and service industries (3rd qtr – rev)	PN	Department of Industry
	Manufacturers' and distributors' stocks (3rd qtr – rev)	PN	Department of Industry
	Energy Trends	PN	Department of Energy
31 Fri	Bricks and cement production (Nov)	PN	Department of the Environment

PN = Press Notice.

Index of industrial production for September 1976

The provisional estimate for the total all-industries' index in September 1976 is 102.3 and that for manufacturing alone is 103.3 (1970 = 100).

The underlying level of industrial output probably changed little in recent months. It is provisionally estimated that the average levels of the all-industries' index and the corresponding index for manufacturing industries in the third quarter of 1976, before any adjustment to allow for the use of delivery indicators, were nearly ½ per cent below their levels in the second quarter. The analysis by broad market sectors shows that, over the same period, the output of the consumer goods industries rose by 1 per cent whilst that of the investment goods and intermediate goods industries fell by nearly 1½ and 1 per cent, respectively.

Many of the series used in compiling the index of production, in particular for manufacturing industry, measure deliveries rather than production. Deliveries and production in a month may differ because of movements in stocks of finished goods and work in progress. The use of such series for some industries resulted in the all-industries' index overstating the level of output in the third and fourth quarters of 1975 by nearly 1 per cent and ½ per cent, respectively, and understating it by nearly ½ per cent in the first quarter of 1976. It is provisionally estimated that the level of output might be overstated by about ½ per cent in the second quarter of this year.

On a longer-term comparison, the all-industries index in the latest three months was nearly 2½ per cent above its level in the same period a year ago; the corresponding rise for manufacturing industry was nearly 3½ per cent.

Inquiries: 01-233 8310.

Index of industrial production

Seasonally adjusted

1970 = 100

	Total all industries	All industries other than construction	Mining and quarrying	Manufacturing industries												
				Total	Food, drink and tobacco					Engineering and allied industries						
					Total	Food	Drink and tobacco	Coal and petroleum products	Chemicals and allied industries	Total	Mechanical engineering	Instrument engineering	Electrical engineering	Shipbuilding and marine engineering	Total vehicles	Metal goods n.e.s.
Weights	1,000	850	37	745	84	52	32	7	58	319	100	15	67	16	73	48
1971	100.4	100.0	100.0	99.6	100.6	99.9	101.7	103.3	102.1	99.2	100.2	100.8	101.7	96.6	99.4	93.6
1972	102.7	102.3	84.1	102.4	104.9	104.0	106.4	102.6	108.1	100.0	95.0	93.0	110.2	91.8	103.7	95.7
1973	110.2	110.7	92.6	110.8	109.3	106.3	114.2	110.0	121.2	107.8	103.4	101.7	125.2	95.1	105.1	103.1
1974	106.3	107.8	79.1	108.1	109.9	104.5	118.8	106.0	127.7	106.4	103.4	104.9	120.6	99.4	101.3	103.5
1975	101.0	102.4	86.3	101.4	108.5	100.9	121.0	92.0	115.8	101.6	102.1	100.8	113.3	103.4	94.7	94.5
1974 3rd qtr.	108.4	110.3	88.2	109.9	109.3	104.3	117.4	104.3	131.3	108.8	104.6	106.0	124.6	100.0	104.5	105.6
4th qtr.	105.0	106.9	88.0	105.8	107.6	100.4	119.3	104.9	123.3	106.3	104.2	106.5	118.9	101.9	101.8	101.2
1975 1st qtr.	104.4	106.3	87.6	105.9	108.4	101.4	119.9	95.9	118.8	106.5	104.8	104.8	119.8	103.0	100.2	102.7
2nd qtr.	100.1	101.3	85.6	100.4	106.9	99.0	119.7	91.6	112.9	101.4	104.3	105.5	112.2	103.6	91.2	93.6
3rd qtr.	99.4	100.4	84.7	99.5	108.5	99.2	123.7	92.3	112.3	100.2	100.1	99.2	113.5	102.6	94.2	90.7
4th qtr.	100.3	101.5	87.2	100.0	110.4	104.0	120.8	88.2	119.2	98.4	99.2	93.9	107.5	104.5	93.3	91.1
1976 1st qtr.	101.5	102.9	88.6	101.5	106.8	102.5	113.9	94.6	123.2	99.0	98.7	97.6	108.0	104.2	93.6	93.8
2nd qtr.	102.0	103.9	89.5	103.1	109.8	103.1	120.8	96.6	126.0	100.1	98.7	103.9	111.3	104.1	94.0	94.3
3rd qtr.	108.7	103.6	88.1	102.8	109.5	100.5	124.3	96.3	126.3	99.1	96.1	104.4	111.9	102.4	94.1	92.5
1975 Sept.	100.0	101.2	86	100.1	110	100	127	92	117	100	99	97	113	103	94	91
Oct.	100.6	101.9	87	100.5	110	103	122	93	118	99	99	94	109	106	92	93
Nov.	100.7	101.9	88	100.5	110	103	120	85	118	99	99	94	108	104	96	92
Dec.	99.6	100.7	87	99.0	111	106	121	87	121	97	99	94	106	104	93	88
1976 Jan.	101.0	102.3	91	101.6	104	101	109	91	120	99	99	96	107	104	93	96
Feb.	101.9	103.4	88	101.4	106	102	112	94	123	99	98	97	108	105	95	93
Mar.	101.7	103.1	87	101.6	110	104	120	98	126	99	99	100	109	104	93	93
Apr.	102.0	103.9	90	102.8	110	104	121	99	125	100	100	103	111	104	95	94
May	104.0	106.2	90	105.7	109	103	118	92	124	103	99	104	111	105	100	101
Jun.	100.1	101.7	89	100.7	110	103	123	98	129	97	98	105	112	103	87	88
Jul.	101.8	103.8	86	103.3	109	101	124	95	124	101	96	105	112	103	104	90
Aug.	100.8	102.6	89	101.9	109	100	122	91	124	98	96	104	112	103	87	95
Sept.	102.3	104.3	90	103.3	111	100	127	103	131	98	96	104	112	102	91	93
% change latest 3 months on previous 3 months	−0.4	−0.4	−1.5	−0.3	−0.3	−2.5	+2.9	−0.4	+0.2	−1.0	−2.6	+0.5	+0.5	−1.7	+0.1	−2.0
on a year earlier	+2.3	+3.1	+4.0	+3.3	+1.0	+1.3	+0.5	+4.3	+12.5	−1.1	−3.9	+5.2	−1.4	−0.2	−0.1	+1.9

	Manufacturing industries (continued)													Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries		
Weights	57	43	14	76	49	3	24	27	17	10	22	64	31	146	72
1971	91.3	89.8	95.8	102.3	100.7	103.0	105.4	108.1	107.0	109.8	103.0	97.3	99.7	103.0	103.9
1972	91.4	89.4	97.3	104.6	103.0	104.5	107.8	115.2	115.1	115.3	113.5	102.6	104.2	104.8	111.2
1973	100.0	97.3	108.5	110.1	108.6	101.0	114.6	127.1	125.5	129.5	132.6	112.1	116.5	107.3	118.1
1974	91.7	87.7	104.2	103.0	99.1	94.8	112.2	116.6	108.4	129.4	112.5	108.8	114.2	98.3	118.6
1975	78.6	74.2	92.2	99.1	93.8	92.5	110.8	107.9	99.6	120.8	110.2	95.6	103.1	93.3	120.4
1974 3rd qtr.	95.1	91.9	105.0	105.2	101.3	94.8	114.7	117.4	108.9	130.6	111.0	109.8	116.8	97.6	124.7
4th qtr.	88.3	84.7	99.5	99.2	92.8	88.0	113.9	112.3	103.9	125.4	106.5	104.5	108.4	94.1	127.1
1975 1st qtr.	91.0	88.6	98.6	101.1	94.1	89.8	117.1	112.1	103.2	126.0	112.0	101.1	109.3	93.3	120.6
2nd qtr.	75.7	70.8	90.8	98.5	93.6	90.0	109.8	105.6	98.4	116.8	109.7	94.9	99.8	93.4	118.6
3rd qtr.	72.1	66.6	89.2	98.3	92.7	93.3	110.6	105.9	98.0	118.3	108.2	93.1	100.0	93.1	118.1
4th qtr.	75.6	70.8	90.2	98.3	94.7	96.8	105.9	107.9	98.8	122.0	110.8	93.5	103.1	93.4	124.1
1976 1st qtr.	83.4	79.9	94.2	100.7	96.7	97.6	109.2	109.5	101.9	121.3	110.2	95.7	108.7	93.4	124.9
2nd qtr.	87.5	84.6	96.7	98.1	94.5	96.0	105.6	113.8	103.7	129.5	108.3	99.3	109.4	90.6	120.8
3rd qtr.	85.7	83.0	94.0	99.8	96.4	94.9	107.5	118.3	106.1	137.5	109.0	98.8	109.7		120.0
1975 Aug.	72	67	89	98	93	93	110	104	95	119	107	92	95		115
Sept.	71	66	88	98	92	93	110	107	99	120	108	93	106		121
Oct.	81	77	92	99	95	97	107	108	100	122	111	95	101		123
Nov.	78	74	89	100	97	97	105	107	98	122	112	93	106		124
Dec.	68	61	89	97	93	97	106	108	99	123	110	93	102		125
1976 Jan.	88	86	95	106	103	98	113	106	100	115	111	95	106		116
Feb.	82	78	94	100	96	98	109	111	102	125	112	97	110		132
Mar.	80	75	93	96	91	98	105	112	104	124	108	95	111		127
Apr.	85	82	96	97	94	96	103	113	104	127	108	100	109		123
May	101	99	107	102	98	96	112	114	102	132	114	100	111		120
Jun.	76	73	87	95	91	96	101	115	105	130	102	98	108		120
Jul.	86	82	97	100	97	95	107	120	105	142	108	99	105		119
Aug.	86	85	92	101	98	95	108	119	106	133	109	98	105		118
Sept.	85	82	93	99	94	95	108	119	107	138	110	99	119		124
% change latest 3 months on previous 3 months	−2.1	−1.9	−2.8	+1.8	+2.0	−1.1	+1.8	+4.0	+2.2	+6.2	+0.6	−0.4	−0.3		−0.7
on a year earlier	+18.7	+24.5	+5.4	+1.5	+4.0	+1.7	−2.8	+11.7	+8.2	+16.3	+0.7	+6.2	+9.7		+1.6

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Index of industrial production for Scotland

Summary

Total industrial production in Scotland is provisionally estimated to have been just over 1 per cent below the level of a year earlier; the fall was marginally larger for the UK.

The index of industrial production for Scotland is provisionally estimated at 104 in the first quarter of 1976 (1970 = 100). The series for Scotland and the UK are shown in the tables below.

The first quarter figure suggests a rather less strong performance in Scotland relative to the UK over the preceding year than between 1974 and 1975; the revised annual estimates indicate that the fall in Scottish output between 1974 and 1975 was almost 2 per cent less than for the UK. This is consistent with other indicators of the Scottish economy in 1975 and early 1976.

Among the major sectors in Scotland over the year to the first quarter of 1976, the largest fall – of 3 per cent – occurred in construction. Manufacturing was down by almost 2 per cent whereas production in mining and quarrying, and in gas, electricity and water rose by 1 per cent and 5 per cent, respectively.

Detailed analysis

Within manufacturing industry, which accounts for about three-quarters of total industrial production, the experience of different

Index of industrial production for Scotland: quarterly results

Quarterly series are not seasonally adjusted (1970 = 100)

1968 SIC	Total: all industries	Mining and quarrying	Manufacturing industries: Total: all manufacturing industries	Food, drink and tobacco	Chemicals and coal and petroleum products	Metal manufacture	Engineering and allied industries: Total	Mechanical and instrument engineering	Electrical engineering
Weight per 1,000	1,000	30	729	170	55	53	270	128	50
1970	100.0	100	100.0	100	100	100	100	100	100
1971	98.8	107	98.4	105	110	88	93	85	103
1972	100.9	95	99.5	109	122	86	90	77	111
1973	109.8	106	107.3	114	124	96	97	82	137
1974	107.4	98	107.9	119	136	90	102	83	158
1975	104.0	110	102.7	118	112	74	102	86	142
1973 1st quarter	109.1	103	104.0	107	117	98	97	81	136
2nd quarter	110.6	119	107.7	115	123	100	96	86	120
3rd quarter	104.5	104	102.8	115	126	92	88	76	129
4th quarter	115.2	98	114.6	121	131	96	107	85	165
1974 1st quarter	105.2	68	103.7	113	138	84	97	76	157
2nd quarter	110.2	113	111.7	119	141	98	106	86	156
3rd quarter	101.4	100	103.0	120	135	82	92	78	147
4th quarter	112.7	110	113.2	124	130	96	111	91	173
1975 1st quarter	105.3	109	102.6	113	115	88	102	85	143
2nd quarter	104.5	118	103.0	116	114	77	102	85	144
3rd quarter	97.6	93	97.3	119	100	64	94	83	131
4th quarter	108.6	120	107.8	124	121	68	108	92	150
1976 1st quarter	104.0	110	100.8	110	132	72	99	95	136
% change									
1976 Q1 on 1975 Q1	−1.2	+1	−1.8	−3	+15	−18	−3	+12	−5
1975 on 1974	−3.2	+12	−4.8	−1	−18	−18	0	+4	−10

Manufacturing industries (cont.): Engineering etc (cont.): Vehicles (incl. ships and aircraft)	Metal goods nes	Textiles, leather and clothing	Bricks, pottery, glass, cement etc.	Timber, furniture etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water	1968 SIC
65	27	67	24	19	54	17	170	71	Weight per 1,000
100	100	100	100	100	100	100	100	100	1970
98	100	103	95	100	95	104	99	99	1971
89	111	107	102	108	94	108	104	110	1972
92	104	117	99	135	102	136	115	126	1973
89	114	107	99	122	92	114	100	123	1974
95	114	101	98	110	80	101	101	123	1975
96	103	116	94	129	98	122	114	152	1973 1st quarter
92	106	121	103	133	101	139	120	114	2nd quarter
77	99	109	97	130	98	139	118	89	3rd quarter
104	109	121	104	148	110	144	107	147	4th quarter
88	108	101	92	126	89	112	102	144	1974 1st quarter
99	121	114	103	130	95	114	105	108	2nd quarter
70	109	103	97	113	89	112	100	90	3rd quarter
100	119	107	105	121	95	119	95	151	4th quarter
94	119	96	98	115	82	107	97	151	1975 1st quarter
98	116	103	101	110	78	101	105	113	2nd quarter
86	101	100	90	96	75	96	103	90	3rd quarter
103	118	107	102	119	84	102	97	141	4th quarter
71	120	100	96	114	77	94	94	158	1976 1st quarter
									% change
−24	+1	+4	−2	−1	−6	−12	−3	+5	1976 Q1 on 1975 Q1
+7	0	−6	−1	−10	−13	−11	+1	0	1975 on 1974

industries has diverged widely. Substantial falls of over 10 per cent from the first quarter of 1975 to the first quarter of 1976 are recorded in metal manufacture (down 18 per cent), vehicles (down by 24 per cent) and other manufacturing industries (down 12 per cent). As regards increases, both the mechanical and instrument engineering group and the chemicals and coal and petroleum products group showed rises of over 10 per cent.

Production in metal manufacture fell steadily after 1973 to reach its lowest point (since 1970) in the third quarter of 1975. The latest two quarters provide some evidence that output was emerging from last year's trough.

The fall of 24 per cent in the vehicles index in the last year to the first quarter of 1976 partly reflects the very low level of output from Chrysler's Linwood plant in the final quarter of the period.

The series for other manufacturing industries continued the downward trend evident since the peak of 1973.

Although the mechanical and instrument engineering group was still producing below its 1970 level, output had reached its highest point since 1971. The impact of North Sea oil work has been an important element in this recovery.

The other bright spot within manufacturing in the first quarter of 1976 was chemicals and coal and petroleum products. The industries in this group appeared to have overcome the worst effects of the recession.

Construction ranks second in importance to manufacturing among the four broad industrial sectors. Of the five constituent series which make up the construction index (viz private housing, public housing, other new work, repair and maintenance and work done by directly employed labour), only private housing has risen between the first quarter of 1975 and 1976. The largest fall in the same period has been in the public housing sector.

The buoyancy in mining and quarrying continues to reflect the influence of the upward trend in employment in petroleum and natural gas exploration and production (referred to in the article in the *Scottish Economic Bulletin* no. 10 published in July 1976). The 5 per cent increase in gas, electricity and water in the year to the first quarter of 1976 was partly due to an increase in the average daily supply of water used in Scotland.

Note

The index of industrial production for Scotland (based on 1970 = 100) was first published in the *Scottish Economic Bulletin* no. 10 in July 1976. This notice is one of a series providing the latest figures on a quarterly basis. The complete series will also be published in each issue of the *Scottish Economic Bulletin* showing the latest figures at the time of going to press. For details of the sources and methods of the index of industrial production, reference should be made to the relevant article in *Bulletin* no. 10.

The index is not seasonally adjusted. Because of fluctuations from quarter to quarter within a year resulting from, for example, the incidence of holidays, comparisons for one quarter with the immediately previous quarter do not reflect the underlying trend; more meaningful comparisons – as used in this article are between one quarter and the same quarter of the previous year and, of course, between one year and another. The UK unadjusted index (based, like the Scottish index, on 1970) is the most relevant for comparison with the Scottish index.

The results for the latest quarter should be treated with caution as they are liable to revision as later and fuller information becomes available.

This article has been reprinted from the 5 November issue of *Trade and Industry* because of a number of errors in the tables.

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Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them, the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classsification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Index of retail sales in Northern Ireland in September

The seasonally adjusted index of the value of retail sales in Northern Ireland for September was 244 (1965 = 100), 17 per cent more than in September 1975. In the third quarter of 1976 the value of sales increased by 15 per cent compared with the corresponding period in the previous year.

After allowing for price changes, the total volume of sales in September increased by about 2 per cent compared with the corresponding period last year. The volume of sales in the third quarter was 2 per cent higher than in the third quarter of 1975.

The seasonally adjusted index numbers of the value of sales in September and the third quarter of 1976 and the percentage increases on a year earlier for the main groups of traders are shown below. More detailed information can be obtained from the Department of Commerce, Index of Retail Sales, 21 Linenhall Street, Belfast BT2 8BZ (tel. Belfast (0232) 28081, ext. 140).

		September 1976		3rd quarter 1976	
Sales by:	Sales in 1965 – £m	Seasonally adjusted value index numbers 1965 = 100	Percentage increases	Seasonally adjusted value index numbers 1965 = 100	Percentage increases
All kinds of business	219	244	17	250	15
Food shops	97	268	19	267	15
Non-food shops	122	225	16	234	15
Of which:					
Clothing and footwear shops	36	205	15	216	10
Durable goods shops	21	217	25	253	23
Miscellaneous non-food shops	43	258	13	262	15
Department and general stores	22	199	15	194	15

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh EH2 3AR

Industrial research and development in 1972 analysed by size of company

Introduction

This is the third article presenting the results of the survey of scientific research and development by industry in 1972. The first article, published in the 5 September 1974 issue of *Trade and Industry*, gave detailed analyses of industrial expenditure on research and development in 1972, together with a short time-series of major components of R and D expenditure for the years 1966 to 1969. The second article in the 13 February 1975 issue of *Trade and Industry* presented for the first time estimates of employment on research and development, including summary information for the years from 1967 to 1969 and more detailed figures for 1972. The present article, on the distribution of research and development according to the size of the company, gives new material collected for the first time in the 1972 survey which included specific questions on company size, both in terms of company employment and company sales.

The size distributions obtained from the survey are subject to a number of limitations. First, the questions on company sales and company employment were not included in the questionnaires sent to public corporations and to research associations, and so this article is mainly restricted to private industry. Even within private industry the coverage is limited to about 98 per cent of the total R and D expenditure and employment. Taking all industrial R and D (including that of the public corporations and research associations) the coverage is a little under 90 per cent: though this varies appreciably from one product group to another, mainly because of the varying importance of the public corporations. Second, it has been necessary to restrict severely the degree of product group detail as compared with the two previous articles: in a two-way classification by product group and by company size some cells become very small and it is necessary to limit the published detail to a level compatible with the guarantee of confidentiality given to respondents. Third the information on company size may not be entirely comparable from one return to another: the questionnaire asked for data on sales and employment for the company or group of companies to which the return related, and this was as far as possible a complete company or group of companies under common ownership or control, excluding any companies mainly operating overseas. Some groups of companies found it more convenient to send in several returns for divisions of their group and, in this event, the returns were amalgamated into a single questionnaire which was used for analysis. However, the information on company size for the responding companies with a large R and D spend was checked and it was found that in some cases the company data had been given for the companies' world-wide activities instead of on the basis requested. As these 'international' companies were usually large, this seldom resulted in a change from the top size group but there could be misclassifications amongst the smaller companies. It will be appreciated that the questions on company size were asked for the first time in 1972, and there was no previous experience of providing or analysing this information in the context of an R and D survey.

The two previous articles included definitions of R and D expenditure and of R and D employment, and general accounts of the survey and method, and this information is not repeated here.

Scope of the size analysis

The company size distributions are affected by the prior decision to restrict the R and D survey to all enterprises on the census of production register with 100 or more employees. It is estimated that the exclusion of companies with less than 100 employees in establishments covered by the census of production had only a small effect on the coverage of total R and D activities; they account for perhaps less than ½ per cent of R and D employment or of R and D expenditure, as defined for the survey. However, their exclusion probably had an appreciable effect on the number of companies reporting R and D expenditure.

The company size analysis is also restricted by the effect of non-response. The size analysis includes estimates or partial estimates for 37 companies known to have spent over a quarter of a million pounds on R and D in 1972, but which failed to return the final questionnaire with details of company size. In these cases, returns had been made in previous R and D surveys providing guidance on the pattern of R and D activity, but special investigations had to be made elsewhere to establish the size of these large non-responding companies. These 37 companies accounted for 4 per cent of the previously published figure for R and D employment in private industry. The size analysis does not include any allowance for other non-responding companies with small R and D expenditure. Overall it is estimated that, in terms of R and D expenditure and employment the size analysis did not cover 2 per cent of the total for private industry.

The analysis by size has thus been based on returns or estimates for 1,115 companies with 100 employees or more who are known to have spent money on R and D in 1972. Of these, 926 spent money on 'in-house' R and D; the other 189 only paid subscriptions to industrial research associations (IRA's) or sub-contracted their R and D work to outside laboratories, including those of other companies. It is thought that most of the companies with their own R and D facilities are represented in the survey, so their number is estimated to be something under 1,000. Expenditure by companies on contract research is, by its nature, likely to be intermittent so it is impossible to estimate accurately the total number of companies making such contracts at any one time. Moreover, companies whose only R and D expenditures were subscriptions to industrial research associations may have failed to make a return.

The coverage of the size analysis based on these 1,115 companies is shown in table 1. In those product groups which account for the greater part of R and D activity in private industry – to which attention was drawn in the earlier articles – such as electronics and aerospace, the exclusions from the size analysis account for less than 1 per cent of the total R and D activity. Only in 'other product groups' did the exclusions account for more than 2 or 3 per cent of the total – a group, which includes miscellaneous manufacturing products, as well as non-manufacturing product groups, including services.

TABLE 1 Coverage of company size analysis, 1972

	Estimated total for private industry (1)			Coverage of size analysis (2)			
				Gross R and D expenditure		R and D employment (4)	
	Intramural expenditure on R and D (£ million)	Gross expenditure on R and D (3) (£ million)	R and D employment (4) (thousands)	£ million	Per cent of total	Thousands	Per cent of total
All product groups	739.2	765.2	163.2	752.5	98.3	159.9	98.0
Chemicals and allied products	135.2	140.6	30.8	137.7	98.0	29.9	97.2
Mechanical engineering	35.2	36.2	9.2	35.5	98.0	9.1	98.8
Electrical engineering:							
Electronics	160.2	162.2	37.8	161.6	99.6	37.5	99.3
Other electrical engineering	33.7	34.2	9.4	33.9	99.1	9.3	99.0
Motor vehicles	56.2	57.4	13.1	56.8	99.0	13.0	99.0
Aerospace	208.1	217.4	35.4	216.6	99.6	35.1	99.3
Other product groups	110.7	117.1	27.5	110.4	94.3	25.9	94.2

(1) Including private laboratories and estimates for non-responders with small R and D expenditure.
(2) Excluding private laboratories and estimates for non-responders with small R and D expenditure.
(3) Including expenditure on R and D carried out by others in private industry and by other sectors.
(4) As at 31 December.

Analysis by total employment of the company

The distribution of various aspects of R and D activity according to the total employment of the company is probably the most useful form of size classification; it is recommended by the OECD in the 'Frascati Manual'* and has the advantage of not being affected by inflation and being more easily compared between countries. A summary breakdown by size of employment for 1,115 companies in the company size analysis is shown in table 2. More detailed analyses are given below, except that in subsequent tables the largest three size groups are combined in order to avoid disclosure.

TABLE 2 Analysis by total employment of companies for which size data are available, 1972 – Summary

Total number of employees of the company	Number of companies (1)	Gross expenditure on R and D (£ million)	R and D employment (thousands)
All companies	1,115	752.5	159.9
100-499	532	10.5	2.6
500-999	185	10.0	2.5
1,000-4,999	238	50.7	12.0
5,000-9,999	68	61.7	14.9
10,000-19,999	43	79.8	16.0
20,000-49,999	32	177.9	34.5
50,000 and over	17	362.0	77.4

(1) Excluding private laboratories and non-responding companies with small R and D expenditure.

* *The Measurement of Scientific and Technical Activities*: Proposed Standard Practice for Surveys of Research and Experimental Development, 'Frascati Manual' OECD, Paris, 1976.

Table 3 shows the distribution of R and D employment in the maximum detail compatible with undertakings about disclosure. It can be seen that 80 per cent of all those employed on R and D were employed by companies in the largest size group, ie those employing in total 10,000 people or over. In the main R and D spending industries of aerospace and electronics the concentration of R and D activity in the largest companies was particularly heavy, with 98 per cent and 94 per cent of R and D employees found in companies with 5,000 or more employees, as compared with 89 per cent for all product groups. Only in mechanical engineering did the proportion of R and D employees fall below 70 per cent for the companies with 5,000 or more employees; for this product group 67 per cent of R and D employment was in companies of this size.

The distribution of R and D expenditure according to the same employment size groups is shown in table 4. The general pattern is the same as for R and D employment but with differences in the precise figures. Gross R and D expenditure is slightly more concentrated in the largest companies than R and D employment, with the exception of 'other products'.

A breakdown of the 189 companies which did not carry out R and D themselves is given in table 5 as far as disclosure permits, together with a comparable breakdown for all companies included in the size analysis. It will be seen that these companies included relatively few in the larger size groups. More than three-quarters of these companies had less than 500 employees whereas less than half of the total number of companies in the size analysis were as small as this. When the companies are classified according to their principal product, as

TABLE 3 R and D employment by size of total employment of company, 1972 – Selected product groups

Total number of employees of the company	All products	Chemicals and allied products	Mechanical engineering	Electronics	Other electrical engineering	Motor vehicles	Aerospace	Other products
	R and D employment at 31 December (thousands)							
All companies	159.9	29.9	9.1	37.5	9.3	13.0	35.1	25.9
100-499	2.6	0.8	0.4	0.4	0.1	—	—	0.8
500-999	2.5	0.7	0.2	0.3	0.1	0.4	0.7	0.7
1,000-4,999	12.0	3.9	2.3	1.5	0.5			3.0
5,000-9,999	14.9	5.0	2.7	35.3	8.6	12.5	34.5	2.4
1,000 and over	127.9	19.5	3.4					18.9
	Per cent of total							
	100	100	100	100	100	100	100	100
100-499	2	3	5	1	1	—	—	3
500-999	2	2	2	1	1	3	2	3
1,000-4,999	8	13	26	3	6			12
5,000-9,999	9	17	30	94	92	97	98	9
10,000 and over	80	65	37					73

TABLE 4 R and D expenditure by size of total employment of company, 1972 – Selected product groups

Total number of employees of the company	All products	Chemicals and allied products	Mechanical engineering	Electronics	Other electrical engineering	Motor vehicles	Aerospace	Other products
	Gross expenditure on R and D (£ million)							
All companies	752.5	137.7	35.5	161.6	33.9	56.8	216.6	110.4
100-499	10.5	2.9	1.8	1.5	0.4	0.2	0.1	3.6
500-999	10.0	2.9	0.9	1.4	0.3	1.5	2.4	3.0
1,000-4,999	50.7	18.4	8.6	5.3	1.8			14.2
5,000-9,999	61.7	23.1	10.2	153.4	31.4	55.1	214.1	10.2
10,000 and over	619.7	90.4	14.0					79.5
	Per cent of total							
	100	100	100	100	100	100	100	100
100-499	1	2	5	1	1	—	—	3
500-999	1	2	3	1	1	3	1	3
1,000-4,999	7	13	24	3	5			13
5,000-9,999	8	17	29	95	93	97	99	9
10,000 and over	82	66	39					72

TABLE 5 Companies reporting only R and D expenditure for work carried out elsewhere (extramural), 1972 – Classified by principal product of the company

Total number of employees of the company	Companies reporting only extramural expenditure on R and D			All companies in the size analysis		
	All principal products	Chemicals, mechanical and electrical engineering and vehicles	Other products	All principal products	Chemicals, mechanical and electrical engineering and vehicles	Other products
All companies	189	36	153	1,115	520	595
100-499	150	31	119	532	268	264
500-999	19	2	17	185	65	120
1,000 and over	20	3	17	398	187	211

indicated by the breakdown of their total sales, more than three-quarters of these 189 companies were in industries where R and D activity is relatively low such as textiles or in non-manufacturing industries. Less than a quarter were in industries accounting for the greater part of R and D, whereas approaching half of all the companies in the size analysis were in these industries.

The coverage of the British surveys of industrial expenditure on research and development is similar to that of the corresponding surveys in the United States, except for the exclusion from the British survey of those R and D spending companies with less than 100 employees in total. Similar size groups are also used in the analysis of the United States survey and the results are compared in table 6. There appears to be a remarkable similarity in the degree of concentration of R and D expenditure in the largest companies in the two countries.

TABLE 6 R and D expenditure by size of total employment of company; UK compared with USA, 1972 – All product groups in manufacturing

Per cent of total R and D expenditure

Total number of employees of the company	UK	USA
All companies	100	100
Under 1,000 (1)	4	5
1,000-4,999	7	7
5,000-9,999	8	6
10,000 and over	81	83

(1) 100-1,000 employees in the UK. Includes estimated expenditure of non-responding companies.

Another aspect of the pattern of R and D expenditure is shown in table 7 where the companies in the size analysis have been classified according to their principal product and the size of their total employment. The table shows that while companies with over 10,000 employees reporting R and D expenditure spent an average of £6¾ million in 1972, there was very considerable variation in the average expenditure from one industry to another. For companies of this size, those in the mechanical engineering industry had the lowest average expenditure of under £1 million. In contrast the average expenditure of companies in the aerospace industry employing 5,000 or more people was £34 million and of those in the electronics industry was £15½ million. The average R and D expenditure in 1972 for companies with 100-499 employees was only £20,000. It will therefore be appreciated that the average R and D expenditure for companies with less than 100 employees was probably very small indeed.

Analysis by total turnover of the company

An alternative method of allocating companies to size groups is to make use of the other new question in the 1972 R and D survey which asked for information regarding the size of company sales, which can be broadly equated to turnover. Tables 8 and 9 give corresponding analyses to those in tables 3 and 4. The distributions are very similar; the general relationship between R and D and company size is not much different for the two definitions of size, although the precise figures are not exactly the same.

According the table 8 nearly 95 per cent of R and D employment on both aerospace and motor vehicles was in companies with a turnover exceeding £50 million. For mechanical engineering again a relatively small percentage of R and D employment was in the largest

TABLE 7 Average R and D expenditure for R and D spending companies, 1972 – Classified by principal product of the company

£ thousand

Total number of employees of the company	All products	Chemicals and allied products	Mechanical engineering	Electronics	Other electrical engineering	Motor vehicles	Aerospace	Other products
All companies	670	1,010	160	2,570	490	1,870	12,190	180
100-499	20	50	20	40	20	20	10	10
500-999	50	160	40	150	40	100	420	20
1,000-4,999	210	550	240	460	160			110
5,000-9,999	910	2,260	860	15,640	3,240	7,510	34,100	290
10,000 and over	6,740	9,540	980					1,550

TABLE 8 R and D employment by size of total sales of company, 1972 – Selected product groups

Total sales of company (£ million)	All products	Chemicals and allied products	Mechanical engineering	Electronics	Other electrical engineering	Motor vehicles	Aerospace	Other products
	R and D employment at 31 December (thousands)							
All companies	159.9	29.9	9.1	37.5	9.3	13.0	35.1	25.9
Under 1	0.7	—	0.1	0.2	0.1	—	—	0.2
1-9	6.9	1.9	0.9	1.0	0.4	0.7	0.2	2.0
10-49	15.4	4.2	3.9	1.7	0.4			3.2
50-99	21.5	5.3	4.2	34.6	8.5	17.3	33.1	3.0
100 and over	115.5	18.5						17.4
	Per cent of total							
	100	100	100	100	100	100	100	100
Under 1	—	—	1	—	1	—	—	1
1-9	4	6	10	3	4	6	6	8
10-49	10	14	43	5	5			12
50-99	13	18	46	92	91	94	94	12
100 and over	72	62						67

TABLE 9 R and D expenditure by size of total sales of company, 1972 – Selected product groups

Total sales of company (£ million)	All products	Chemicals and allied products	Mechanical engineering	Electronics	Other electrical engineering	Motor vehicles	Aerospace	Other products
	Gross expenditure on R and D (£ million)							
All companies	752.5	137.7	35.5	161.6	33.9	56.8	216.6	110.4
Under 1	2.5	—	0.5	0.6	0.2	—	—	1.0
1-9	27.4	7.2	3.9	4.0	1.0	2.6	7.2	8.1
10-49	60.7	17.8	13.8	7.0	1.6			13.6
50-99	97.1	27.6	17.2	149.9	31.1	54.2	209.3	13.1
100 and over	564.9	85.1						74.5
	Per cent of total							
	100	100	100	100	100	100	100	100
Under 1	—	—	2	—	—	—	—	1
1-9	4	5	11	3	3	5	3	7
10-49	8	13	39	4	5			12
50-99	13	20	48	93	92	95	97	12
100 and over	75	62						67

size group (46 per cent) and the difference as compared with other product groups was even more striking than for the distribution by size of company employment. For mechanical engineering products, a high proportion of employment was in the middle turnover size group. Overall, less than 1 per cent of total R and D employment was in companies with a turnover of under £1 million, and only 4 per cent of R and D employees worked for companies with a turnover of less than £10 million. For mechanical engineering products this figure reached 11 per cent and for the group of 'other products' 9 per cent of R and D employment was in companies with a turnover of less than £10 million. It is to be remembered that the 'other products' category includes a significant number of textile companies, including some who did not carry out their own R and D.

The distribution of gross R and D expenditure in table 9 is similar to that found for R and D employment in table 8, although the percentages are slightly different. R and D activity is again concentrated in the larger companies, particularly for certain products.

Analysis by size of total expenditure on R and D

On the basis of the 1972 R and D survey returns, it was possible to classify companies according to the size of their gross expenditure on R and D. Figures for the 100 companies with the largest expenditure on R and D were extracted and are summarised in table 10. The table shows the dominance of the larger R and D spenders in the total of R and D activity. These 100 companies accounted for 88 per cent of total R and D employment in private industry, and 90 per cent of the gross R and D expenditure. They accounted for 90 per cent of the total R and D employment and 92 per cent of the gross R and D expenditure of the 1,115 companies in the company size analysis. These 100 largest companies did not account for quite such a large percentage of the extramural expenditure on R and D – 85 per cent of that for all companies in the size analysis. But government funds for R and D were more heavily concentrated in the top 100 companies than the other items, and they received 99 per cent of the total government funds. Within the top 100 R and D spending companies, the distribution of R and D activity was heavily concentrated on the largest. The 10 largest spending companies themselves accounted for over half the gross R and D expenditure and R and D employment of companies in the size analysis and for approaching 90 per cent of the government funding.

TABLE 10 The 100 companies with the largest R and D expenditure, 1972

	Gross expenditure on R and D (£ million)	R and D employment (thousands)	Extramural expenditure on R and D (£ million)	Government funds for R and D (£ million)
Estimated total of private industry	765.2	163.2	24.8	268.0
Coverage of size analysis	752.5	159.9	24.2	268.0
Companies with the largest expenditure on R and D:				
First 5	308.7	61.1	7.9	199.1
First 10	411.4	81.0	11.4	236.2
First 20	514.1	103.4	14.0	248.4
First 50	629.9	128.6	18.7	262.8
First 100	689.3	143.7	20.7	265.1
	As a percentage of the total in the size analysis			
Companies with the largest expenditure on R and D:				
	100	100	100	100
First 5	41	38	32	74
First 10	55	51	47	88
First 20	68	65	58	93
First 50	84	80	77	98
First 100	92	90	85	99

Analysis by size of total employment for all industry

The main analyses in this article are limited to the companies for which size information is available and cover 98 per cent of R and D activity by private industry. Estimates can be made for the total for private industry by assuming that the non-responding companies with small expenditure on R and D which are excluded fall within the smallest size group. The analysis has been extended to public corporations; they are mainly large employers. Nearly half of the research associations had less than 100 employees, and all fall within the smallest employment size group having less than 500 employees. Table 11 shows the resulting distribution of R and D employment as between the different size groups. It will be seen that the total of all R and D employment was slightly less concentrated than the R and D employment of responding companies: 77 per cent as opposed to 80 per cent (table 3) of R and D employment was in organisations employing 10,000 or more. But even with these assumptions no more than 6 per cent of R and D employment was in organisations employing in total less than 500 people.

TABLE 11 R and D employment by size of organisation for all industry, 1972

Total number of employees of the organisation	Total industry	Private industry	Public corporations	Research associations
	R and D employment (thousands)			
All organisations	182.5	163.2	13.7	5.6
Less than 500	11.0	5.3	0.1	5.6
500-999	3.1	3.1	—	—
1,000-4,999	12.2	12.0	0.2	—
5,000-9,999	14.9	14.9	—	—
10,000 and over	141.3	127.9	13.3	—
	Per cent of total			
	100	100	100	100
Less than 500	6	3	1	100
500-999	2	2	—	—
1,000-4,999	7	7	1	—
5,000-9,999	8	9	—	—
10,000 and over	77	78	98	..

Inquiries concerning this article should be addressed to: Economics and Statistics Division 6B (Room 106), Department of Industry, Abell House, John Islip Street, London SW1P 4LN (tel. 01-211 5156).

Sales in the carpet industry in August

The daily rate of carpet manufacturers' sales by value in August 1976 at current prices was provisionally estimated to have been 9 per cent more than in August 1975, assuming 20 working days in August 1975 and 21 working days in August 1976. In the three months ended August 1976, the daily rate of manufacturers' sales was provisionally estimated to have been 7 per cent more than in the corresponding period 12 months ago, assuming 64 working days in the period ended August 1975 and 65 working days in the period ended August 1976. The index numbers, which are of manufacturers' sales by value, have been adjusted for the length of the working month, but not for non-statutory holidays or other seasonal factors. The wholesale price index of carpets is shown as a guide to the movement in prices.

1970 = 100

		Index of manufacturers' sales at current prices	Wholesale price index
1969		93	96.6
1970		100	100.0
1971		115	104.9
1972		135	111.7
1973		166	130.2
1974		179	153.1
1975		202	177.8
1975	Quarter ended June	194	171.2
	Quarter ended September	180	180.2
	Quarter ended December	242	190.5
1976	Quarter ended March	220	200.2
	Quarter ended June	224	206.6*
1975	May	195	170.4
	June	201	172.7
	July	167	179.2
	August	176	179.6
1976	May	234	208.2
	June	214	209.6
	July	175	210.7
	August	193	214.5*

* = provisional.

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Letters to the Editor

Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Office development permits in the third quarter

The Department of the Environment reports that the total floor area comprised in office development permits issued in the third quarter of 1976 was 3.5 million sq ft compared with 3.4 million sq ft in the third quarter of 1975 and a quarterly average of 3.5 million sq ft for 1975 as a whole. Sixty-one permits were issued in the third quarter of 1976, 26 less than in the corresponding quarter of 1975.

After deduction of relinquishments of existing offices and of floorspace covered by permits for the continuing use of existing offices included in the total figures, there was a potential addition to office space by way of new building and conversion of non-office premises to office use of 2.0 million sq ft in the third quarter of 1976. This compares with 2.3 million sq ft for the corresponding quarter of 1975 and a quarterly average of 1.9 million sq ft for 1975 as a whole.

Twenty-one of the 61 permits issued in the third quarter of 1976 were for office development in Central London and covered 1.9 million sq ft; 22 covering 0.9 million sq ft were for development in Greater London excluding the centre; and 12 covering 0.4 million sq ft for development in the Metropolitan Region outside Greater London. Six permits for a total floorspace of 0.3 million sq ft were issued in the part of the South East Planning Region lying outside the Metropolitan Region.

Tables showing office development permits since 1965 appeared in the 12 March 1976 issue of *Trade and Industry*.

TABLE 1 Office development permits – sub-divisions of South East Planning Region

	Central London			Rest of Greater London			Total Greater London		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1974	51	4,606	609	72	2,532	229	123	7,138	838
1975	64	4,883	448	106	5,414	442	170	10,297	890
1975 1st quarter	10	692	128	21	959	90	31	1,651	218
2nd quarter	25	2,586	202	21	934	37	46	3,520	239
3rd quarter	11	469	15	36	1,784	49	47	2,253	64
4th quarter	18	1,136	103	28	1,737	266	46	2,873	369
1976 1st quarter	19	1,682	449	20	687	67	39	2,369	516
2nd quarter	15	957	112	23	958	82	38	1,915	194
3rd quarter	21	1,893	311	22	935	1	43	2,828	312

TABLE 1 Office development permits – sub-divisions of South East Planning Region *(continued)*

	Metropolitan Region (excluding Greater London)			Total Metropolitan Region			South East (excluding Metropolitan Region)			Total South East		
		Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.			Thousand sq. ft.	
	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished	Number	Gross	Relinquished
1974	62	3,222	329	185	10,360	1,167	41	1,550	93	226	11,910	1,260
1975	86	2,258	51	256	12,555	941	46	1,319	113	302	13,874	1,054
1975 1st quarter	14	382	26	45	2,033	244	17	437	84	62	2,470	328
2nd quarter	16	487	5	62	4,007	244	13	423	19	75	4,430	263
3rd quarter	32	871	—	79	3,124	64	8	283	7	87	3,407	71
4th quarter	24	518	20	70	3,391	389	8	176	3	78	3,567	392
1976 1st quarter	27	1,053	45	66	3,422	561	13	627	3	79	4,049	564
2nd quarter	19	871	6	57	2,786	200	12	408	—	69	3,194	200
3rd quarter	12	376	16	55	3,204	328	6	325	68	61	3,529	396

Notes to tables

Application of Controls. Control was announced in November 1964 and applied to the Metropolitan Region (London and part of the South East Region) and Birmingham. In July 1966 control was extended to the whole South East and Midlands Regions and to East Anglia. In 1969 East Anglia and the rural Midlands were excluded and since 1970 control has remained in force only in the South East Region.

Modifications to Controls. On 1 June 1976 the exemption limit for permits throughout the South East Region was raised to 15,000 sq ft. Office development permits are not required for offices ancillary to industrial development covered by an appropriate industrial development certificate.

Definition of Areas,

CENTRAL LONDON – As defined in the General Register Office's 'Census 1961, County Report: London'.

METROPOLITAN REGION – From 1 January 1972, for statistical purposes only, the Outer Metropolitan sub-division (rest of Metropolitan Region) is as defined in the Regional Abstract of Statistics No. 7. Otherwise the Metropolitan Region is as defined in Section 85 of the Town and Country Planning Act 1971 as amended by article 13 of the Local Authorities etc. (Miscellaneous Provisions) Order 1974 (SI 1974 No. 482).

SOUTH EAST PLANNING REGION – From 1 January 1972, for statistical purposes only, the Outer South East sub-division (rest of South East Planning Region) is as defined in the Regional Abstract of Statistics No. 7. Otherwise the South East Planning Region corresponds to the standard region for statistical purposes as defined in the *Board of Trade Journal* of 31 December 1965, page 1567, as amended with effect from 18 July 1974 in accordance with the Control of Office Development (Designation of Areas) (Variation) Order 1974 (SI 1974 No. 1054) to correspond with the new standard region adjusted to take account of local government reorganisation.

Area Relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

The catering trades in 1977 – new statistical inquiry

A detailed statistical inquiry into the catering trades in Great Britain in 1977 will be carried out in 1978 by the Business Statistics Office on behalf of the Department of Trade and other government departments.

This will be the first such inquiry for eight years. It will provide reliable and up-to-date information on the catering trade to meet government and outside needs.

The questions to be asked will cover total turnover broken down by commodity (eg meals and refreshments, alcoholic drinks, cigarettes and tobacco), the amount of VAT payable on total turnover, capital expenditure, stocks, and the number and turnover of establishments by kind of business (eg hotel, restaurant, public house). Larger businesses only will be asked for turnover for England, Scotland and Wales separately and the total value of purchases subdivided according to four different items.

No more than about 25,000 businesses out of a total of some 105,000 businesses within the scope of this inquiry will be asked to complete returns. Such a sample has been made possible by the availability of the central register of businesses being developed by the Business Statistics Office from certain information (other than tax information)

from the VAT records. The sample will include all the larger businesses and smaller proportions of the smaller businesses.

Individual letters to the businesses selected for the inquiry will be sent out in January 1977 to give them advance notice of the questions they will be asked about their trading in that year. This will enable them to make any necessary arrangements in their record keeping. Forms will be sent out at the beginning of 1978. Letters explaining the inquiry have already been sent to trade associations.

It is hoped that provisional results will be available by the end of 1978.

Notes

The inquiry is authorised by the Secretary of State for Trade under the Statistics of Trade Act 1947.

The last detailed inquiry in catering was for 1969. Since then annual inquiries have collected information only on capital expenditure and stocks, except for 1975 when a breakdown of turnover was collected in order to assess the appropriateness of the VAT trade code attributed to the business.

A central register is being developed by the Business Statistics Office for use in statistical inquiries addressed to businesses. The register is based on certain information (other than tax information) from the VAT records which HM Customs and Excise has made available for statistical purposes under the provisions of the 1973 Finance Act.

Further details about the inquiry are given in a note on the 1977 Catering Inquiry in the November issue of *Statistical News*.

Business Monitors

The following titles and issues of Business Monitors are now available.

Production series

Monthly at £2.22 each a year post free:

PM 471.1 Wood chipboard for September 1976

Quarterly at 74p each a year post free:

PQ 102 Stone and slate quarrying and mining for second quarter 1976
PQ 229.2 Starch and miscellaneous foods for second quarter 1976
PQ 214 Bacon curing and meat and fish products for second quarter 1976
PQ 218 Fruit and vegetable products for second quarter 1976
PQ 322 Copper, brass and other copper alloys for second quarter 1976
PQ 335 Textile machinery and accessories for second quarter 1976
PQ 354 Scientific and industrial instruments and systems for second quarter 1976
PQ 363 Telegraph and telephone apparatus and equipment for second quarter 1976
PQ 365.2 Broadcast receiving and sound reproducing equipment for second quarter 1976
PQ 369.2 Primary and secondary batteries for second quarter 1976
PQ 381.2 Trailers, caravans and freight containers for second quarter 1976
PQ 399.6 Metal hollow-ware for second quarter 1976
PQ 399.11 Metal finishing for second quarter 1976
PQ 416 Rope, twine and net for second quarter 1976
PQ 422.1 Household textiles and handkerchiefs for second quarter 1976
PQ 423 Textile finishing for second quarter 1976
PQ 461.1 Refractory goods for second quarter 1976
PQ 474 Shop and office fittings for second quarter 1976
PQ 499.1 Musical instruments for second quarter 1976

Service and Distributive series

Monthly

SD 5 Catering trades for September 1976
SD 6 Instalment credit business of finance houses for September 1976
SD 8 Instalment credit business of retailers for September 1976

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (nos SD 1 and SD 6) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121 – answer back BSO NPT G) from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. Please send payments for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 19 November 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Escape to Entebbe	BR/E 38838/21/11/81	9	19 November	Oppidan (UK) Ltd	Oppidan (UK) Ltd, London
Movietone News 2476	BR/E 38642/21/11/81	8	19 November	British Movietonews Ltd	British Movietonews Ltd
			COMMUNITY		
Sex Life in a Women's Prison	EC/38840/21/11/81	78	16 November	Grand National Film Distributors Ltd	Thousand Cinematografica di Roma, Rome
A Nous Les Petites Anglaises	EC/38841/21/11/81	112	16 November	Fox-Rank Distributors Ltd	Films Galaxie, Paris
			FOREIGN		
Xala	F/38837	123	15 November	Contemporary Films Ltd	Societe Nationale de Cinematographie, Dakar, Senegal
Inside Amy	F/38839	104	16 November	Grand National Film Distributors Ltd	Dart Productions Inc, California

Footwear industry: orders, deliveries and stocks

In the three months ended August 1976 deliveries were estimated to by 1 per cent higher, on a seasonally adjusted pairage basis, than in the three months ended May 1976. Net new orders were 2 per cent higher than in the previous three months, while at the end of August orders on hand were 17 per cent down on the May 1976 level. The index of output in the three months ended August 1976 was 5 per cent higher than in the three months ended May 1976.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor Production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the Standard Industrial Classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers, classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Index of output: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders on hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968	113	41.6		17.3			17.0			
1969	108	34.6		15.9			16.5			
1970	100	38.9		16.6			16.2			
1971	108	32.5	55.7	15.7			16.2		23.8	19.4
1972	104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	101	38.8	91.8	13.2		36.2	13.7		35.1	15.8
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1974 1st quarter	102	51.1	87.5	15.2	13.9	29.7	13.6	13.3	28.9	13.6
2nd quarter	112	51.9	95.1	14.7	14.5	32.6	14.4	15.5	30.0	19.4
3rd quarter	110	40.1	73.7	11.0	13.9	26.8	14.9	14.5	33.9	16.4
4th quarter	104	44.3	79.5	16.2	15.1	34.6	14.8	14.5	32.7	18.0
1975 1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
2nd quarter	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
3rd quarter	101	33.1	70.0	11.4	13.9	33.1	14.1	13.8	37.2	17.4
4th quarter	101	38.8	91.8	15.5	14.6	43.4	13.6	13.4	36.1	15.8
1976 1st quarter	101	42.6	89.2	14.6	13.1	38.9	13.3	12.9	39.8	19.0
2nd quarter	100	46.6	108.0	12.9	13.0	40.7	11.6	12.5	34.4	20.9
1975 January	109	39.2	71.7	9.6	9.3	29.0	14.7	14.8	36.8	
February	110	33.8	63.2	9.4	8.9	29.1	14.8	14.7	37.6	
March	99	36.2	63.2	16.6	14.7	35.7	14.1	14.2	35.7	
April	91	40.3	75.2	17.2	13.1	43.8	13.1	12.9	31.9	
May	89	44.0	88.0	14.8	13.6	40.0	11.1	12.5	27.2	
June	105	41.2	82.4	9.9	13.5	26.5	12.8	13.9	32.1	
July	104	34.0	68.8	6.7	10.7	24.3	13.8	13.6	37.9	
August	98	33.0	67.5	11.3	15.5	30.0	12.3	13.6	31.3	
September	103	33.1	70.0	16.3	15.5	44.9	16.2	14.1	42.4	
October	102	38.5	87.2	21.8	16.2	59.9	16.4	13.6	42.8	
November	100	38.8	92.8	13.8	12.4	40.5	13.5	13.3	34.9	
December	102	38.8	91.8	10.9	15.4	29.7	11.0	13.2	30.6	
1976 January	105	38.9	88.2	13.2	13.4	33.9	13.1	13.8	37.6	
February	104	40.0	89.3	14.1	13.2	40.3	12.9	12.8	39.2	
March	94	42.6	89.2	16.5	12.8	42.5	13.9	12.1	42.6	
April	96	43.4	94.8	12.5	10.0	40.2	11.7	12.0	34.7	
May	103	48.2	108.8	16.0	15.5	47.2	11.1	13.1	33.2	
June	100	46.6	108.0	10.3	13.5	34.5	11.9	12.3	35.4	
July p	103	42.6	95.0	8.4	13.7	25.8	12.4	12.7	38.7	
August p	105	39.8	92.1	9.2	11.9	35.3	12.0	12.5*	38.3	

p = Provisional.

* Based on early returns, seasonally adjusted deliveries in September are estimated to be 14¼ million pairs.

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Sales by wholesale textile houses in September

Sales by wholesale textile houses in September showed an increase of 4 per cent on a year earlier, compared with a decrease of 8 per cent in July and an increase of 9 per cent in August.

The value of stocks at the end of September showed an increase of 6 per cent compared with the same period last year.

TABLE 1 Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stocks end period	
1966	110	*–3*	..	..
1967	104	*–5*	..	..
1968	108	*4*	..	..
1969	103	*–5*	..	..
1970	107	*4*	..	..
1971	115	*8*	..	.
1972	121	*5*	..	..
1973	134	*11*	..	..
1974	147	*9*	..	..
1975	147	*1*	..	..
1973 1st quarter	120	*18*	184	*12*
2nd quarter	123	*11*	171	*17*
3rd quarter	130	*6*	173	*12*
4th quarter	163	*10*	204	*21*
1974 1st quarter	134	*12*	189	*3*
2nd quarter	131	*7*	202	*18*
3rd quarter	148	*13*	194	*12*
4th quarter	173	*6*	198	*–3*
1975 1st quarter	143	*7*	219	*16*
2nd quarter	135	*3*	197	*–2*
3rd quarter	146	*–1*	193	*–1*
4th quarter	165	*–5*	224	*13*
1976 1st quarter	133	*–8*	234	*7*
2nd quarter	127	*–6*	212	*8*
3rd quarter	149	*2*	204	*6*
1975 September	186	*1*	193	*–1*
October	193	*–6*	197	*3*
November	150	*–3*	231	*4*
December	153	*–4*	224	*13*
1976 January	86	*–12*	213	*4*
February	138	*–11*	227	*6*
March	174	*–1*	234	*7*
April	136	*–9*	208	*7*
May	128	*—*	217	*2*
June	119	*–9*	212	*8*
July	115	*–8*	221	*6*
August	137	*9*	216	*5*
September	194	*4*	204	*6*

TABLE 2 Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	Sep. '76	Jan.- Sep.'76	Sep. '76
Women's knitted outerwear, blouses and skirts	20	10	6
Women's coats, costumes, furs and raincoats	–1	6	10
Women's underwear	–14	–12	11
Women's hose and children's socks	2	–7	–1
Women's millinery	–21	–12	–20
Haberdashery, ribbons and wool	–2	–2	1
Children's wear	4	1	24
Men's and boys' shirts, pyjamas and outfitting	–5	–3	–6
Gloves	19	14	–1
Piece-goods and nets	–1	11	23
Household textiles	10	6	31
Floor coverings, furniture and hardware	6	–7	6
Boots and shoes	4	2	–9
Total†	4	–4	6

† Including some items not included among the sub-headings.
‡ Values at cost.

Note

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, the Textile Distributors' Association, 3 Berners Street, London W1P 4JP (tel. 01-580 2902).

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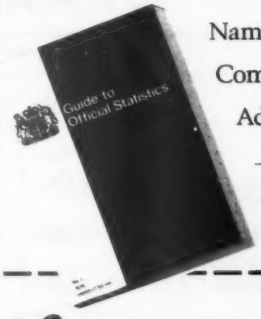

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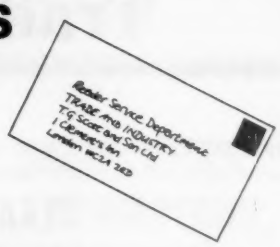

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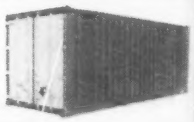

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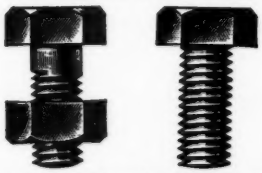

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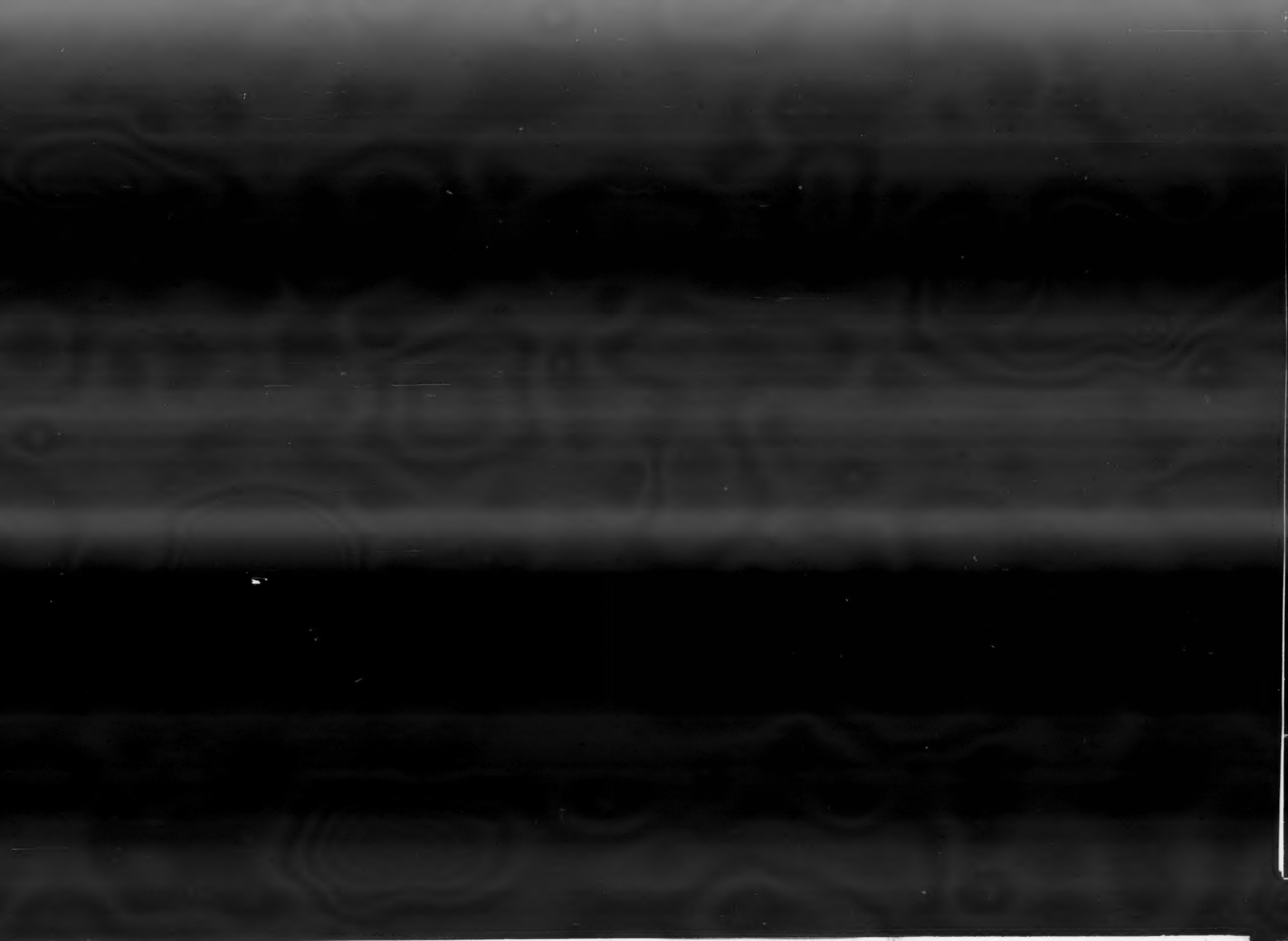
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